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Trade and Industry

12 September 1974

Increasing emphasis is being given by present-day Government to ensuring that when a shopper makes a purchase it constitutes a fair deal. In this issue Rosemary McRobert, the Adviser on Consumer Affairs to the Department of Prices and Consumer Protection, discusses the rapidly expanding national network of consumer advisory services that, with Government encouragement, is being established by local authorities (page 523). Also this week Shirley Williams, Secretary of State for Prices and Consumer Protection, has published a White Paper giving details of a proposed new National Consumers' Agency (page 522).

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Britain

A National Consumers' Agency

Shirley Williams' White Paper proposals

The Government's proposals for a new body – the National Consumers' Agency – to strengthen the position and influence of the ordinary consumer were published this week in a White Paper (Cmnd. 5726) by Shirley Williams, Secretary of State for Prices and Consumer Protection. The main job of the new independent Agency will be to ensure that the consumer voice is clearly heard by those in government and industry who take decisions which affect the consumer, and to provide a balanced and authoritative consumer view. Its membership will include representatives of the main consumer and women's bodies as well as members appointed in a personal capacity.

How the Agency will work

The National Consumers' Agency will:

1 Make representations of the consumer view to central and local government, to the Director General of Fair Trading, to industry and to any other quarter where a consumer voice ought to be heeded. Examples of the subjects on which it will express a consumer view are: present and proposed legislation; advertising; local consumer advice services; metrication; and testing facilities.

2 Be available to be consulted by those, including the Government, seeking a consumer view on policies and proposals.

3 Represent the consumer on appropriate Government and other bodies, including international organisations.

4 Review the present arrangements for consumer representation in the nationalised industries.

It will not itself deal directly with individual consumers' problems. The establishment of the Agency will not cut across present arrangements for expressing consumer views and consulting consumers. Existing consumer bodies will still be able to deal directly with Government if they wish. In relation to public sector services, the Agency will be concerned primarily to ensure that there are adequate mechanisms for expressing the consumer voice, and it will work in consultation and co-operation with consultative bodies already established in these areas, not superseding them or duplicating their efforts.

The Agency will be a non-statutory body, and the Secretary of State will appoint the chairman and members. The membership will come from two sources – representatives of the main consumer and women's bodies appointed from short lists put forward by the bodies, and individuals appointed in a personal capacity.

The members of the Agency from Scotland and Wales, together with additional members, will form Scottish and Welsh committees, with separate offices, and there will be corresponding arrangements in Northern Ireland.

The White Paper also announces that the members of nationalised industry consumer councils will in future be appointed by the Secretary of State for Prices and Consumer Protection in consultation with the Minister responsible for the industry. The appointments to be transferred are those to the national and regional Gas Consumers' Councils, the Electricity Consultative Councils for England and Wales and the Domestic Coal Consumers' Council (from the Department of Energy), the Post Office users' national and regional councils (from the Department of Industry) and the Central and Area Transport Users' Consultative Committee (from the Department of the Environment), The appointment of the Scottish Electricity Consultative Councils by the Secretary of State for Scotland is not affected. The advice of the new Agency or its appropriate national committee will be available on all these appointments.

References to these councils will in future be made jointly by the Secretary of State for Prices and Consumer Protection and the sponsoring Minister, and the councils will report to both. Any consequent formal direction to an industry would be given by the Minister responsible for the industry, after consulting the Secretary of State for Prices and Consumer Protection.

Over 2,000 of this shock absorber tester have been sold in Europe since it was introduced two years ago. Further sales efforts will be made by the manufacturers – Leslie Hartridge Ltd., Buckingham – at the Automechanika exhibition in Frankfurt in October. All the garage mechanic has to do to carry out a thorough test is position the vehicle's wheels on the ramps, insert a test card into each of the recorder units at the side, and press the foot pedal to drop the car and operate the recording device. The cards, when removed from the units, give a clear and accurate indication to the customer of the condition of each of the shock absorbers.

Consumer Advice Service

by Rosemary McRobert, Adviser on Consumer Affairs, Department of Prices and Consumer Protection

On 9 September, Shirley Williams, the Secretary of State for Prices and Consumer Protection, opened the 37th local authority Consumer Advice Centre. The Centre is in the Whitgift Shopping Centre – one of South East England's largest shopping developments – and is run by the Trading Standards Department of the London Borough of Croydon.

It is planned to have 70 more such advice centres opened by the end of next year. The new centres are to be located in or near shopping centres used by a large number of shoppers. They will be run in co-operation with the 625 voluntary Citizens Advice Bureaux which can give a wide geographical coverage. Both local authority services and voluntary organisations will make use of mobile advice bureaux which can be sent to remoter areas and also maintain links with the main centres.

For some years various local authorities and voluntary organisations have been involved in responding to demands for more and better consumer advice. The reorganisation of local government in England and Wales which came into effect on 1 April 1974, and the reorganisation of similar local authorities in Scotland on 1 April 1975, have provided the stimulus to look at the provision of local consumer advice in the new, larger area authorities and at district level.

In most cases the provision of consumer advice is the responsibility of the trading standards department of the local authority. This is the department that enforces the legislation which affects traders by regulating fair trading and which benefits honest traders and consumers alike.

Although the advice centres will be, in most cases, the responsibility of the trading standards department, they will usually employ advisers who are specially trained to give advice and help on consumer problems, who will co-operate with the enforcement department and with local traders, but who will not themselves be engaged in law enforcement. Most advice centres are deliberately sited in shopping street premises where they can be seen and reached easily by the public and where conveniently they can give positive advice and help about a range of goods and services as well as dealing with complaints and inquiries from trade and public.

In some authorities the provision of consumer advice and the handling of consumer complaints is seen as a partnership between local authority, which supplies specialist knowledge, and the voluntary Citizens Advice Bureaux staff who handle the case work. Whoever is running the advice service, there are links to back-up services of help and information at local authority level, to the services of the National Association of Citzens Advice Bureaux and to specialist information organisations such as the independent Consumers' Association, publishers of *Which?*

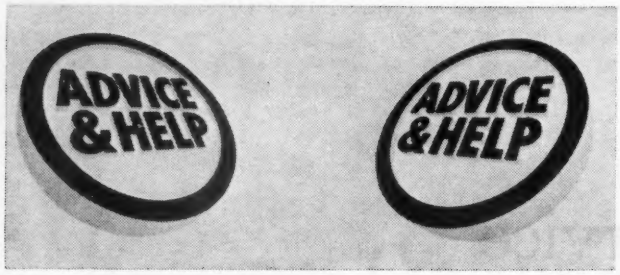
The consumer advice centres find that most of their work is spent in sorting out problems and difficulties between supplier and customer. The first task of an advice officer in these cases is to listen to the whole story, to check the facts, and to try and find out where things went wrong. Who is responsible? Is the complaint justified? What can be done?

In most cases, the intervention of an impartial third party will set in motion the necessary action to resolve the problem. But if either side is not prepared to be satisfied with a proposed solution, it may be necessary to recommend further action. If the worst comes to the worst, the supplier and consumer will have to take their dispute to the Courts for judgment and the possible award of damages. The main objective of consumer advisers is to resolve the issue before it gets to this stage. In most cases this is what they are able to do.

Some, but not all, consumer advice centres give pre-shopping advice as well as dealing with problems. Those advisers who have worked in the consumer field for some time see over and over again how a misunderstanding could have been avoided, and how a shopper would have been more satisfied with a different product, if help and advice about a range of goods and services had been available and used by the shopper before making the purchase. So time is spent in building up information about products and services, in ensuring that information material explaining their rights and responsibilities is available to shoppers before they buy, and in helping traders and consumers to understand how new legislation will affect them.

When a new consumer advisory service is opened, local traders sometimes fear that it will exaggerate the disputes and difficulties customers sometimes face. They think that problems, which occur in only a minority of transactions will be highlighted, and due credit will not be given to the normally good relationship between shoppers and their suppliers. This fear has never been borne out in practice. The consumer advice services make a point of meeting traders and explaining what the service will do. In some boroughs, traders send their assistants to lectures and courses arranged by the advice services.

Consumers have welcomed the services wherever they have been set up and they are well used. One of the main objectives of consumer advice services is to make sure that help and information goes to the people who are least able to look after themselves – the elderly, the handicapped, the shy and inarticulate and those who do not employ professional advisers to sort out their complaints. Advisers take part in local radio programmes and contribute to the columns of the local newspapers. For example, the organiser of the Citizens Advice Bureaux in Glasgow regularly broadcasts on a phone-in programme. As well as reaching people who have never thought of going to a Citizens Advice Bureaux, she finds that more people make use of the Citizens Advice Bureaux service as a result. In Leicester, the consumer adviser from the local consumer advice centre takes part in broadcasts, and uses examples from her casebook to explain how the law works and what rights consumers have in particular situations. In some centres, there is active co-operation with local education authorities, and courses and visits for parties of schoolchildren are arranged so that consumer education can start at an early stage.



The new 'Advice and Help' sign is being made available in two basic shapes – left facing and right facing.

A photographic reconstruction showing how one of the consumer advice centres will look with a new fascia incorporating the 'Advice and Help' sign.

In Croydon, the Chamber of Commerce has drawn up a code of practice of fair trading for its members, who represent leading national and local traders (*Trade and Industry*, 5 September 1974, page 469). It has become the first local or national trade association to agree such a voluntary code with the Office of Fair Trading. The code is being backed up with a conciliation panel, which will work closely with the Consumer Advice Centre and the Trading Standards Department to help to resolve disputes between individual consumers and their suppliers. If no agreement can be rached by using the free services of the conciliation panel, this will not inhibit trader or consumer rights to use the Courts.

Information from the grassroots

The local authority consumer advice services are financed from rates with central government support like other local authority services. The National Association of Citizens Advice Bureaux, through the National Council of Social Services, receives a grant from the Department of Prices and Consumer Protection for its general advice work, including the provision of consumer advice. Although the main function of advice centres and Citizens Advice Bureaux is to provide on-the-spot advice and help, it would be wasteful not to encourage these services to act as grassroots sources of information about consumer difficulties and about the extent of seriousness of consumer complaints about trading practices.

Most consumer complaints can be resolved at local level without recourse to law. Some will respond to advice centre representation to the supplier and negotiation with supplier and consumer. Other cases will involve discussion with enforcement authorities. A few will only be capable of being resolved by action by consumers against suppliers in the Courts. But in all cases there will be information which should be collected and collated centrally and which may provide evidence of current consumer problems.

Some of the problems dealt with will point to the need for more effective local advice; some will show an information gap which should be filled by the provision of leaflets, or publicity. Yet others will point to a need for direct action by the Director General of Fair Trading, who, under Part III of the Fair Trading Act, has power to proceed against a trader who is persistently pursuing a course of conduct detrimental to consumers, and under Part II, is able to propose legislation to strengthen, supplement or extend consumer protection. By co-operating with the Director General in this way, local advice centres can ensure his continued awareness of consumer problems and through this association enhance their own authority.

The flow of information with the Director General of Fair Trading will not be all one way: his office provides information and acts as a clearing house for information from many sources.

The Office of Fair Trading has set up with the local authorities and the voluntary organisations a system of information retrieval and co-operation which promises to help local authorities, traders and consumers alike.

Public awareness

There is no point in having advice services if people do not know about them. The Department of Prices and Consumer Protection is providing for the use of local authority consumer and other approved advice services, a symbol which can be used as the key which opens the network of advice services to consumers. This takes the form of a specially designed device using the words 'Advice and Help' in a characteristic style and shape, as a sign to consumers that the office using the device offers advice or help in dealing with consumer problems.

The symbol design may be used in all or some of a variety of ways, on fascias, windows, stationery, advertisements and so on. It is not a 'seal of approval', nor is it in any way intended to be a brand image. After an initial pilot scheme launched by the Secretary of State at the opening of the Croydon Consumer Advice Centre on 9 September, a study of the operation of the sign in a small number of London boroughs, and discussions with local authorities and their associations and with consumer and voluntary organisations, the device, if it has proved its usefulness, will be offered for use by all appropriate local authority and voluntary consumer advice services. At a later stage it may, with their agreement, be extended to other services.

The copyright of the design belongs to the Crown. At least during the pilot stage it will only be used by authorised advice services, that is registered Citizens Advice Bureaux, local authority advice centres, trading standards departments which offer a consumer advice service in addition to handling complaints, and, if considered appropriate, by the local authority housing advice centres and by law centres. The main criterion is that the services using the logo have the resources to deal actively with the problems brought to them, or the knowledge and the ability to put the individual directly in touch with an agency which can help. Use of the device by other than authorised services would be a breach of copyright.

There are a lot of services available to the consumer just as there are many sources of advice and help. One of the most important objectives is to direct them to those that already exist and to encourage local authorities and voluntary organisations to fill the gaps there may be. The intention behind the 'Advice and Help' key is that no one who uses it should come away without positive advice and an encouragement to get the best help available.

Britain

War on waste – a reclamation policy

Government publishes Green Paper

There is plainly something ridiculous about a world beset by very high prices for raw materials and worried about future shortages that is also troubled with problems of getting rid of waste and used materials.

The Government's Green Paper *War on waste – a policy for reclamation* published this week (Cmd 5727, HMSO, price 31p) says: 'We all instinctively feel that there is something wrong in a society which wastes and discards resources on the scale which we do today. More and more products are thrown away as rubbish, often after the briefest of use, and too often with no attempt to salvage and reutilise the materials. This squandering of resources will become even more serious for us as consumption rises and with increasing uncertainty about world raw materials supplies. With an import bill for new materials amounting to several thousand million pounds, we must see to it that we make the best possible use of what we import and what we ourselves produce.'

The Government are therefore launching a new national drive to cut down waste and to promote ways of recovering and reusing materials. They invite the co-operation of the whole community in giving urgency and effort to this war on waste. Industry has a particularly important part to play; but response is also needed from local authorities, trade unions, voluntary organisations and individual householders and housewives.

The Green Paper points out that many people are keen to reduce waste. But it is difficult for individuals, or even firms or local authorities, to act alone. 'We shall have to organise on a national basis to mobilise all the enthusiasm which exists in the community to do more about recycling. Co-operation between many different agencies will be necessary to achieve effective action.'

The Government will therefore actively promote reclamation at the national level. What is needed is an integrated approach to the whole recycling chain rather than piecemeal efforts. The Government's aim is to bring this integration about.

At present we rely largely on market forces to provide sufficient encouragement for reclamation, now the Government is examining urgently 'whether new financial incentives or disincentives are needed'. The Government's own programme of research and development in reclamation is being reviewed and extended. The Control of Pollution Act 1974 for the first time required local authorities to examine ways of promoting reclamation and gives them extensive new powers for this purpose. In addition to these moves the new Waste Management Advisory Council will be asked to examine these questions in detail.

The Green Paper states that 'Industry has a fundamental part to play both in the reduction of waste, and in the reclamation process'.

Henry Ford once said that 'Picking up and reclaiming the scrap left over after production is a public service but planning so that there will be no scrap is a higher public service'. The Green Paper says that, on the production side, 'many products could by skilful design be made better, designed to last longer and produce less waste; others such as packaging and containers might be designed more economically so as to use less material'.

Britain has got a flourishing reclamation industry that does an effective job in recovering process waste that arises during manufacture and also recovers substantial quantities of other waste materials. 'But,' it is stated, 'we are not nearly so good at making use of the "old waste" or refuse from homes and other places' and new methods will have to be devised to make optimum use of this kind of waste.

Reclamation already makes an important contribution to the economy. It is estimated, for instance, that about half of all the steel consumed in this country is derived from reclaimed and recycled materials. More than a quarter of all the aluminium consumed, 37 per cent of the copper, 62 per cent of the lead, 21 per cent of the zinc and 58 per cent of the platinum is similarly recovered from scrap.

In 1973, waste paper accounted for 44 per cent of the total fibre used in the manufacture of new paper and board. Recycled glass represents about 22 per cent of new production of glass containers. Of the 500,000 tonnes of used lubricating oil disposed of each year only about 80,000 tonnes are recycled by the reclamation industry, although a further quantity estimated to be considerably greater is re-used as a fuel.

The Green Paper claims that the loss of potential raw materials through waste is particularly serious for the United Kingdom 'because of our heavy dependence on imports for many of our essential raw materials'. Our total import bill last year for new materials was several thousand million pounds. 'Imports of oil cost us £1,681 million; non-ferrous metal £800 million (of which about £300 million was for copper); wood pulp for paper £201 million; and iron ore £152 million.'

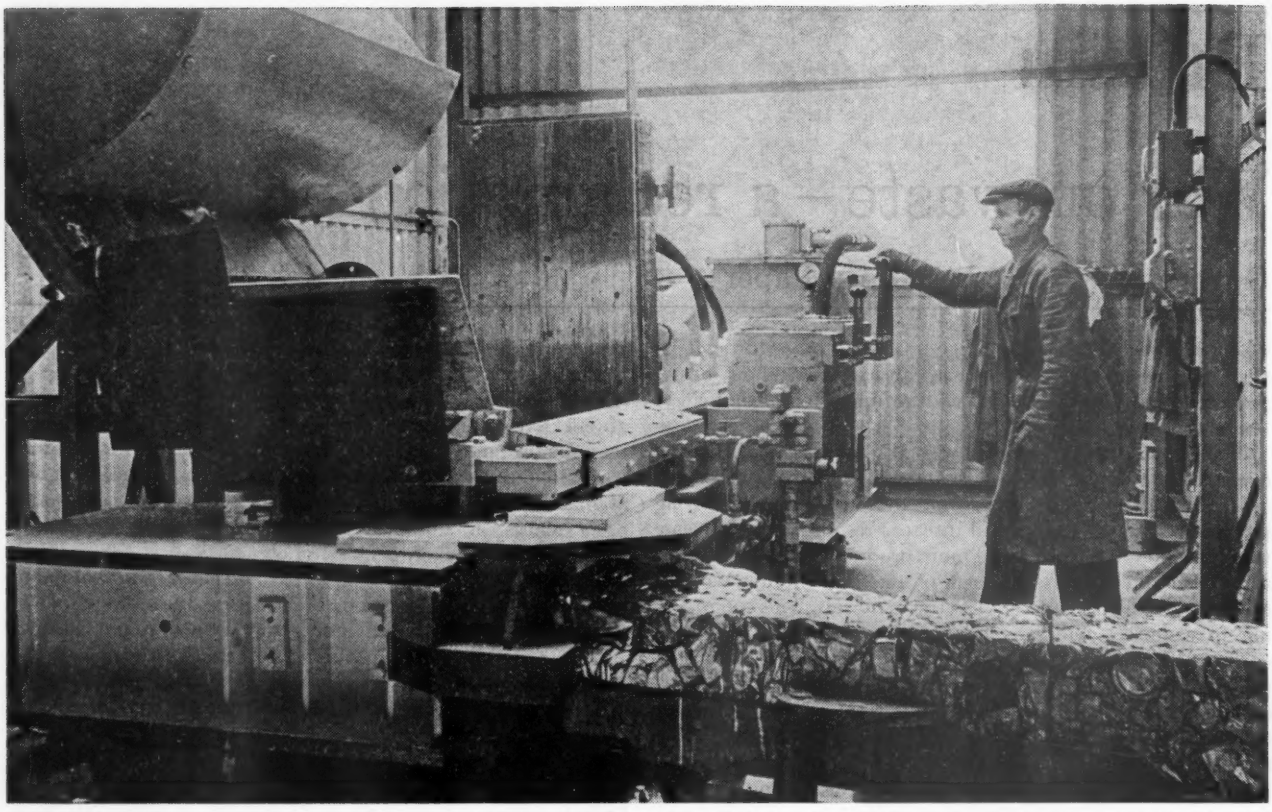
We can expect, says the Green Paper, that the cost of raw materials will continue to be 'a major item in our balance of payments'. Clearly economy in the use of materials and the expansion of indigenous resources such as recycled waste will remain desirable for a long time to come.

Recycling could also prove a useful weapon in the fight against pollution, for if wastes can be recovered the disposal problem does not arise.

Acknowledging that 'reclamation costs money, consumes energy and requires a lot of organisation and effort', the Green Paper says we need to be certain that the effort is worth while before pushing reclamation beyond what is already achieved.

In the Government's view 'there are in fact a number of reasons to propose a policy of more active effort to promote reclamation'. The longer-term resource situation, says the Green Paper, 'may be too much discounted by the market with its shorter-term horizons'. Again, the pollution considerations are not taken into account by the market and, in addition, there are a number of imperfections in the market itself which inhibit reclamation.

The Green Paper states that 'No one would suggest that every last piece of waste should be recycled, regardless of expense. This would itself be wasteful. It only makes sense to reclaim materials from waste where recovery and recycling of



Metal recovery from waste at Poole – a Vanesco metal baling press showing the feed chute (top left hand) and finished bales being discharged (foreground).

the materials gives a real saving in resources or other benefits compared with the alternative of disposing of the waste and using virgin material.'

In a chapter describing the role of industry in reclamation, the Green Paper says that it is industry which has to make use of the recycled wastes and there is no point in anyone assembling waste materials unless industry can put them to good use. It is pointed out that most of the methods and techniques for utilising waste materials have been pioneered and developed by industry, and they sponsor a great deal of the research and development in this area.

What is needed is 'a steady development of existing methods so as to make better use of waste materials'. In particular, 'there is considerable potential for obtaining a higher rate of recovery of materials from the domestic and commercial waste collected mainly by local authorities where the record is not so good'.

One of the things standing in the way of increasing the recovery of some materials, including waste paper, is that of cyclical demand and fluctuating prices. With a more stable market for waste materials it is hoped that more of the household refuse collected by the local authorities could be salvaged and used again. It has been estimated that before the new structure of local government came into force on 1 April this year, only about one in three local authorities in England and Wales collected waste paper. Nevertheless together they supplied about one-seventh of the waste paper used by industry. The expectation is that with the new set-up in local government what was impractical or uneconomic for a small council could become worth while for a larger grouping.

In view of the complexities of the waste paper market the Government has set up a special Advisory Group on Waste Paper Recycling under the chairmanship of Michael Meacher, Parliamentary Under-Secretary of State for Industry (see *Trade and Industry*, 15 August 1974). It is considering what incentives are needed to ensure optimum use of this indigenous raw material, arrangements necessary to smooth out the cyclical nature of the trade, the potential for increased exports and import saving, and what additional research and development is needed.

Another way in which industry can help reduce waste and conserve resources is by extending the life of a product and designing to permit repair, although the Green Paper recognises that this policy could raise problems. For instance, the prices of such products would often be higher than the public would be prepared to pay.

Reducing manufacturing waste to the minimum makes ever greater sense with the rising cost of materials and this is the other side of the coin of reclaiming and recycling waste, states the Green Paper. Ordinary commercial incentives may not be enough to encourage such developments, it is said, and the Waste Management Advisory Council will need to consider what other encouragement is desirable. 'Moves towards standardisation of product composition might be useful in some cases. Or it might be possible to devise financial or commercial incentives for the production of more easily recyclable products,' the Green Paper suggests.

Many of the firms in the reclamation industry itself are small and unable to engage in large-scale research and development of new methods. The Green Paper recognises that Government support of new developments may be needed on a larger scale than at present. There may also be need for measures to stabilise market conditions in order to help firms build up capital investment and enter into long-term contracts for the acquisition or supply of waste materials.

There is, says the Green Paper, a barrier in some quarters to accepting reclaimed material. 'This is understandable and, where quality control is crucial, may be right,' it states. 'But

often it is the result of prejudice or sheer lack of knowledge. This attitude of mind could be changed, for instance, by manufacturers publicising the extent to which their product contained recycled material.'

One important area which is currently being examined is the disposal of poisonous waste. 'Industry and local authorities,' states the Green Paper, are 'joining with the Government in the series of detailed studies of the disposal problems of the various kinds of toxic or hazardous waste, and the first task of these studies has been to establish in much more detail than previously known the nature, volume and location of such wastes, and to evaluate the various methods of treating them'. The most appropriate way of dealing with such wastes in order to avoid danger of pollution will often be to require the recycling of the waste in question under proper conditions, and the studies are looking closely into this aspect.

Publicity campaign

The Government is to run a major publicity campaign to promote understanding of the need for reclamation on a wider scale and to encourage active participation of the public in schemes to assist recovery operations.

It is hoped that industry, both public and private, will do more in the way of research and development into waste processing and reclamation technology and the Government will be discussing with industry how this can be brought about. The Government's own programme is being expanded.

With the help of the Waste Management Advisory Council, the Government is to work out with industry how to secure the stabilisation and orderly development of the markets for recycled materials and how industry can best organise itself to make the most of reclamation opportunities. The Government will also be looking to the Waste Management Advisory Council for recommendations on possible new regulatory or financial measures to promote the right level of reclamation activity.

The Green Paper concludes by stating that 'Reclamation of wastes is a complex operation, and there are no easy answers. There are however considerable opportunities for improving our performance and overcoming the obstacles, and there are notable benefits to be gained. We shall have to work hard and work together to achieve them. The Government will do everything in their power to promote and guide the campaign. They now invite the support of all sections of the community in launching the campaign and bringing it to a successful conclusion.'

Finance for technology

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance. NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere. NRDC is participating in joint ventures with industry on an increasing scale. By supporting projects NRDC makes it possible for individual firms or groups of companies to undertake and accelerate the development and production of new products and processes of national importance. The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London SW1H 0ET; or by telephoning 01-828 3400.

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The future course of one of the world's greatest economies is projected in a major authoritative study published by The Financial Times Ltd. **Japan in 1980: The economic system and its prospects** was commissioned by the U.K. Department of Trade in response to an idea originating from the Central Policy Review Staff – often called the 'Rothschild Think Tank'.

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- **The Bases for Future Growth** – Economic policy, labour, technology, materials and energy.
- **Performance to 1980** – Domestic and international, including Japan's overseas investment, exports and imports, inflation, foreign investment in Japan, and demand and output.

More information on **JAPAN IN 1980** – described by The Department of Trade as 'perhaps the most comprehensive and readable account available at this time' – may be obtained by completing the coupon below.

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Please send me more details on **JAPAN IN 1980.**

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Home News

Prevention of Fraud (Investments) Act 1958

Dealers in securities

The following changes have taken place in the lists of dealers in securities under Sections 3 and 16 of the Prevention of Fraud (Investments) Act 1958:

Licensed dealers

Additions:

Emson & Dudley, Colin Jack Emson, 23 Grafton Road, London W1.

Okasan Securities Co. Ltd., Market Buildings, 29 Mincing Lane, London EC3.

Deletions:

Wintrust Securities Ltd., Imperial House, Dominion Street, London EC2M 2SA.

Birmingham Midland Investments Ltd., 25 Harley Street, London W1.

Allied Bank International, 1 Cornhill, London EC3P 3HE.

Newington Securities Ltd., 114-118 Kingsland Road, London E2 8DP.

Change of address:

London Cavendish Securities Ltd., 6 City Road, Finsbury Square, London EC1Y 2AH.

City and Crankbrook Securities Ltd., 6 City Road, Finsbury Square, London EC1Y 2AH

Court Trust Ltd., Northern House, Queen Road, Sheffield S2 4DJ

Exempted dealers

Deletions:

Standard Bank of West Africa Ltd., 10 Clements Lane, Lombard Street, London EC3P 3BU

Trustee Savings Banks

The official title of the Savings Bank of Glasgow is now The West of Scotland Trustee Savings Bank.

Clearance of merger proposals

Shirley Williams, Secretary of State for Prices and Consumer Protection has decided, on the information at present before her, not to refer the following proposed merger to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973:

1 Interlake Inc./Dexion-Comino International Ltd.

2 Leonard Fairclough Ltd. and Sir Lindsay Parkinson Ltd.

Authorised unit trust schemes

The following amendments have taken place in the list of unit trust schemes authorised under Section 17 of the Act and published in Part 5 of the 1974 Particulars of Dealers in Securities and of Unit Trusts.

Group and/or name and address of management company	Name of scheme	Name and address of Trustee
Additions		
Provincial Life Investment Co. Ltd., Sand Aire House, Stramongate, Kendal LA9 4BE	Prolific High Income Unit Trust	The Royal Bank of Scotland Ltd., PO Box 51, St. Andrew Square, Edinburgh EH2 2YB
Schlesinger Trust Managers Ltd., 19 Hanover Square, London W1R 9DA	Trident American Growth Fund	Midland Bank Trust Co. Ltd., 27/32 Poultry, London EC2P 2BX
Changes		
DELETE M. and G. Group Ltd., Three Quays, Tower Hill, London EC3R 6BQ		
M. and G. (Scotland) Ltd.	The Clyde Conversion Trust Fund	The Governor and Company of the Bank of Scotland, PO Box No. 5, Edinburgh 1
AND REPLACE BY M. and G. Group Ltd., Three Quays, Tower Hill, London EC3R 6BQ		
M. and G. Securities Ltd.	The M. and G. Conversion Trust Fund	The Governor and Company of the Bank of Scotland, PO Box No. 5, Edinburgh 1

Charter Consolidated Investments and Sadia

The Monopolies and Mergers Commission's report on the proposed merger between Charter Consolidated Investments Ltd. and Sadia Ltd. was published on 5 September as House of Commons Paper (345).

Copies are available (price 34p), from HM Stationery Office, 49 High Holborn, London WC1V 6HB, and branches, or by post from HMSO, PO Box 569, London SE1.

The proposed merger was referred to the Monopolies and Mergers Commission under the 'monopoly' criterion of the Fair Trading Act on 10 April. The Commission's report was received on 9 July.

It was announced on 18 July that the Minister of State for Prices and Consumer Protection had accepted the Commission's recommendation that the merger should be permitted.

City's invisible earnings top £700 million

The invisible earnings of the City of London rose to a new peak of £704 million in 1973, according to the Committee on Invisible Exports. A detailed breakdown of the City's earnings published on 4 September by the Committee (based on the Government's balance of payments 'Pink Book'), shows that, in spite of lower earnings from banking and insurance, earnings from brokerage and merchanting helped to more than maintain the 1972 total.

Brokerage earnings reached £100 million for the first time – against £73 million in 1972 – and merchanting rose from £46 million to £73 million. The Baltic Exchange has doubled its foreign income over the past two years, and the Stock Exchange over the past four years. Insurance earnings, though falling from £406 million to £372 million, retain the biggest share of the City's earnings. Foreign income from banking netted £111 million.

Bankruptcy records for England and Wales

Details of bankruptcies in England and Wales are maintained in a public search room at Room 901. Thomas More Building, Royal Courts of Justice, Strand, London WC2A 2JY.

Searches can be made personally or by an agent and a fee of 25p in respect of each bankruptcy inquiry is payable at the time.

Alex Eadie stresses importance of international action on energy problems

Alex Eadie, Parliamentary Under-Secretary of State for Energy, on 5 September stressed the importance which the British Government attached to international co-operation in the search for solutions to energy problems. These problems 'demonstrate starkly our interdependence in a rapidly shrinking world', he told the inaugural dinner of the Welsh National Conference for Students in Industry, at the University College of Wales, Aberystwyth.

'Failure to resolve them on the basis of co-operation among all nations, industrial consumers, oil producers and developing countries alike, would threaten the collapse of the world order. The doctrine of "going it alone" is a certain recipe for international anarchy,' commented Mr. Eadie.

'The basis of Britain's approach to world energy problems is that we must proceed not by confrontation but by consultation – consultation which takes proper account of the legitimate interests of all, be they major consumers, oil producers or less developed countries.

'The United Kingdom is playing a full part in the international debate on energy policy. We are actively engaged in discussions within the European Community on energy problems. Clearly Europe cannot solve these problems on her own. Thus we welcomed the initiative of Dr. Kissinger in summoning the Washington Energy Conference. We attach the greatest importance to the vigorous execution of the follow-up programme commissioned at the Washington Conference.

'The United Kingdom is similarly playing a full and active role in the work of other international institutions engaged in the energy problem. In particular, the Government welcomed the initiative of the President of Algeria in proposing the Special Session of the United Nations General Assembly.

'This provided a timely opportunity to examine economic relationships in the light of the recent changes of raw material prices, notably that of oil. The UK Delegation stressed the interdependence of the world community and the need for a co-operative approach, particularly relating to the urgent problems of those developing countries least able to protect themselves against the effects of increased oil and other raw material prices.

'We stressed the collective responsibility for guiding the debate towards partnership and co-operation and away from the divergence and discord which have characterised so much of the past. We are confronted in the energy field with problems of immense importance and complexity in both technical and political terms. We must not be disheartened if cut and dried solutions to our problems do not emerge overnight. The intricacies of the issues before us do not lend themselves to such solutions.

'The important thing is for the international debate to be conducted with a sense of urgency and above all in a spirit of co-operation and not confrontation.'

A special 49 in. o.d. bearing manufactured by Ransome Hoffman Pollard Ltd., Stonehouse, Gloucestershire, being fitted to an industrial version of the Rolls Royce RB 211 engine. The bearing is incorporated in a mechanism powered by a hydraulic actuator to vary the angle of the inlet guide vanes, in order to cater for varying compressor flow conditions throughout the wide operating range in ground-running service. The new engine is intended initially for use on oil and gas pipelines and the first operational unit will enter service in North America in the autumn of next year. The RB 211 is expected to attract wide interest in view of current energy problems – offering a 25 per cent saving in fuel costs as well as a 60 per cent increase in available power over first generation gas transmission engines.

Court Line shipbuilding interests

Detailed negotiations are now in progress between the Department of Industry and Rupert Nicholson, the special manager appointed to assist the Provisional Liquidator of Court Line Ltd., for the purchase by the Government of the shipbuilding, shiprepairing and associated companies in the Court Shipbuilders Group.

The parties are negotiating with a view to the speedy conclusion of an agreement. The objective is to submit for the approval of the Court a scheme which would result in the Department acquiring as going concerns all the shipbuilding, shiprepairing and associated companies in the Court Shipbuilders Group.

New Coastguard station at Newhaven

The new Coastguard station – the first of its type in the country – is due to be officially opened at Newhaven today (12 September). The opening ceremony is being performed by Mrs. John Douglas, wife of the Chief Inspector of HM Coastguard. It is intended that the staff of the station will be increased to double that of the present complement – from three to six – and the new station will be fully manned and constantly watched.

The new station will comprise offices and an information room where the general public will be able to obtain advice, information, pamphlets, etc.

'Moving Location' – a new guide for the small business

Announcing the publication of *Moving Location*, the latest in a series of booklets from the Department of Industry to help the small businessman, Gregor MacKenzie, Minister with special responsibility for small firms said: 'Anyone running a small firm who is considering expansion or relocation in improved surroundings will find this booklet invaluable as an introduction to the pool of information and assistance available. It is vitally important that small firms are as aware as the large organisations, of the benefits which arise from trading in one of Britain's assisted areas, and that they take full advantage of the financial incentives available.'

The booklet broadly indicates to small firms management the factors involved in removal and outlines the general procedure which it would be advisable to adopt in order to achieve a satisfactory move, leading to the future success of the company in the new location. It discusses the reasons for moving and where and when to move as well as the more serious pitfalls and gives an 11-point checklist on preparations for removal.

The author is Mr. J. H. Southcott, of ICFC-NUMAS Ltd., management consultants, where he is primarily responsible for factory facility planning and complete removal projects.

Copies of *Moving Location* can be obtained from Small Firms Division, Department of Industry, Abell House, John Islip Street, London SW1P 4LN (tel. 01-834 4422) or from any of the 10 Small Firms Information Centres.

Small Firms Information Centres

Centre	Telephone	Freefone area	Freefone	Telex
Birmingham	021-643 3344	West Midlands	4054	337919
Bristol	294546	South West	9910	449650
Cardiff	396116	Wales	1208	497515
Glasgow	041-248 6014	Scotland	846	779334
Leeds	445151	Yorks/Humberside	5361	557687
London	01-828 2384	London & South East	2079	917920
Luton	29215	Eastern	372	826115
Manchester	061-832 5282	North Western	6005	667952
Newcastle	25353	Northern	529	537429
Nottingham	49791	East Midlands	4062	377313

DIA diamond jubilee exhibition

To celebrate the diamond jubilee in 1975 of the Design and Industries Association (DIA), the Design Council is to mount an exhibition in the Design Centre, London, from 13 January to 1 March 1975.

The DIA was the first organisation to be founded in Britain to encourage an understanding of the role of design in industry. Its first pamphlet, published in 1915, contained the thesis that 'The first necessity of sound design is fitness for use', and from that point the DIA established its slogan 'fitness for purpose' which it has used ever since. The exhibition will show that the slogan is still valid 60 years later and that it has a special relevance to the 'seventies when the shortage of resources and rising costs point to the need for economy in design.

An introductory section of the exhibition, tracing the development of the DIA, will be supported by a selection of products from Design Index (the Design Council's record in photographic and sample form of well-designed modern British products).

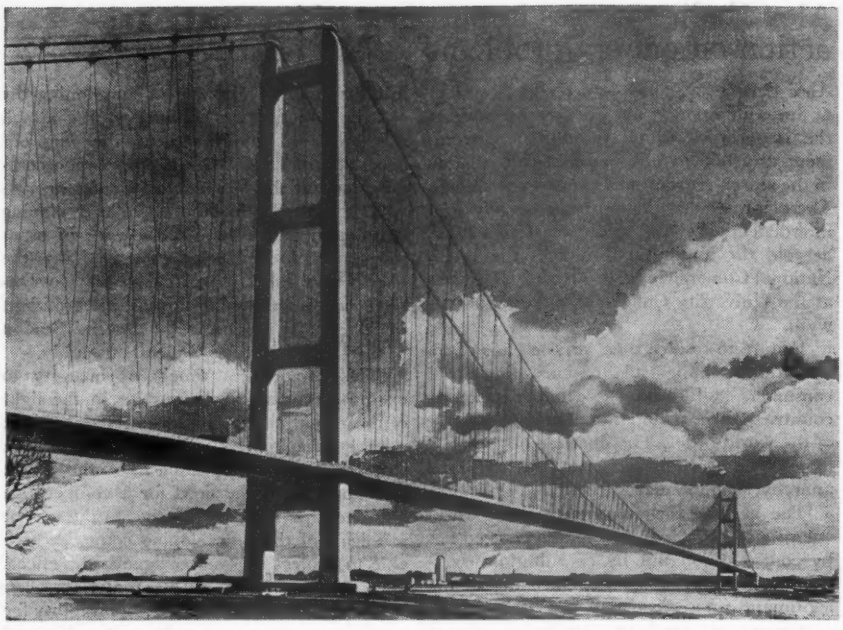
New industry for Blaenavon

RH Nameplates Ltd. has acquired a Torfaen Borough Council 6,800 sq. ft. advance factory at Gilchrist Thomas Industrial Estate, Blaenavon.

The company, which was established in 1963, is based in Winchester and manufactures metal name, number and information plates. Occupation of the new factory, which will be a satellite of the Winchester unit, will enable the company to expand and eventually it is anticipated that jobs will be provided for 25 people.

TRADE AND INDUSTRY will be publishing a special illustrated feature about the increasing development of the YORKSHIRE AND HUMBERSIDE REGION.

For details about advertising opportunities within the feature telephone – 01-248 9876 ext. 6147/8 or write to HMSO (P5), Room C70, Atlantic House, Holborn Viaduct, London, EC1P 1BN.



Impression of the Humber bridge which is being built between Hessle, near Hull, in Yorkshire and Barton-upon-Humber in Lincolnshire. The first stage was recently completed with the 'topping-out' of the first of the 508 ft. concrete legs which form part of the main support. The bridge will have a main span of 4,626 ft. and will form the longest single span in the world. The £26 million structure will reduce the road journey from 50 miles to 21 miles between Scunthorpe and Hull and will mark the end of the campaign for a permanent crossing of the Humber estuary. The consulting engineers are Freeman Fox and Partners.

Patents endorsed 'Licences of Right'

Under Section 35 of the Patents Act 1949 the following patents were endorsed 'Licences of Right' on the date specified.

Number	Grantee	Subject-matter
23 August 1974		
1,004,233	Daimler-Benz Aktiengesellschaft	Improvements in adjustable hydraulic shock absorbers.
1,082,660	Daimler-Benz Aktiengesellschaft	Improvements relating to bumper arrangements on motor-vehicle bodies
1,092,159	Daimler-Benz Aktiengesellschaft	Arrangements for facilitating the starting of diesel engines
1,260,015	Etablissements Bonnaud-Alexandre	Improvements in the manufacture of synthetic textile yarns for hosiery.
1,262,099	Citroen SA (Automobiles Citroen, Berliet Panhard)	Internal combustion engine inlet manifold and carburettor assembly
1,303,820	Allied Breweries (UK) Ltd. (formerly known as Ind Coope Ltd.)	Pressure sensitive control devices
27 August 1974		
1,183,370	Alfred Herbert Ltd. (formerly The Churchill Machine Tool Co. Ltd.)	Improvements in grinding machines
1,275,557	Alfred Herbert Ltd.	Machining complex
1,286,802	Alfred Herbert Ltd.	Article transfer and recognition apparatus
1,280,989	Alfred Herbert Ltd.	Machine tools including those having rotary spindles
1,213,896	Societe Anonyme Automobiles Citroen	Disc brakes
1,261,614	Arthur Shaw Manufacturing Ltd.	Hinges
1,335,921	Paul Erich Kettler (formerly An der Autobahn)	A vehicle framework having a driver's cabin
2 September 1974		
1,088,809	Standard Telephones and Cables Ltd.	AC line stabiliser
1,164,886	Hettich and Walls Ltd.	Improvements in or relating to tables
1,209,300	Hettich and Walls Ltd.	Tables
1,341,348	Anderson Development Co.	Improvements in or relating to 4,4,-methylene dianilines
1,344,416	Kugelfischer Georg Schafer and Co.	High pressure hose
1,346,963	Anderson Development Co.	The production of aliphatic organic silicates
3 September 1974		
1,160,718	International Standard Electric Corporation	Travelling wave tube assembly
1,201,646	International Standard Electric Corporation	Optical signal correlation arrangement
1,257,769	International Standard Electric Corporation	Marking articles such as cables
1,282,190	International Standard Electric Corporation	Operator's four-wire telephone set
1,302,057	International Standard Electric Corporation	TDM switching system
1,328,355	International Standard Electric Corporation	Movement detection system

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. Armitage, Comptroller

Technology News

United Kingdom's low productivity not explained by older machine tools

A National Economic Development Office monograph* on machine tools indicates that the average age and length of life of manufacturing capital stock may be less important in explaining manufacturing productivity differences between the United Kingdom and United States of America than is often supposed. A comparison shows that the average life of UK machine tools in 1971 was 25 years. In the USA, in 1968, it was 23½ years. Average age of machine tool stock was 12 years in the UK and 12¾ years in the USA. Yet, in 1969, the US produced an output per man of $12,750 compared with the UK's $4,056.

The monograph was written by R. W. Bacon, Fellow of Lincoln College Oxford and W. A. Eltis, Fellow of Exeter College Oxford, and draws on machine tool census data compiled by the *American Machinist* magazine in the USA and *Metalworking Production* in the UK. They found that UK machine tools in only nine out of 26 categories had average service lives which were considerably longer than in the USA.

Service lives of machine tools used by the motor vehicle, electrical engineering, precision mechanism and shipbuilding industry groups were appreciably lower in the USA. The average age of machines used by the first three of these industries were very similar. In three out of ten industries, UK machines appeared to have lower service lives than US machines.

The authors estimated that over a longish period up to the end of the 1960s the number of new machine tools grew more rapidly in the UK than in the US. The number added by all industries since the late 1950s had grown by an average 0.9 per cent per annum in the UK. In the USA the number declined by 1.5 per cent, but despite this, US manufacturing output increased more rapidly during the period 1950-1969.

The authors then looked at factors that could explain the discrepancy between levels of UK and US manufacturing productivity, assuming that results derived for machine tools could be applied to the manufacturing sector. Not only is the service life of plant similar in the US and the UK. The share o wages and salaries and the share of investment in total manufacturing output are very similar in the two economies and their capital/output ratios with new plant may be close to one another.

In addition, the authors, in the case of machine tools, could not find any evidence of a 'technical lag' in the UK behind the USA that could explain more than a small fraction of the discrepancy in productivity.

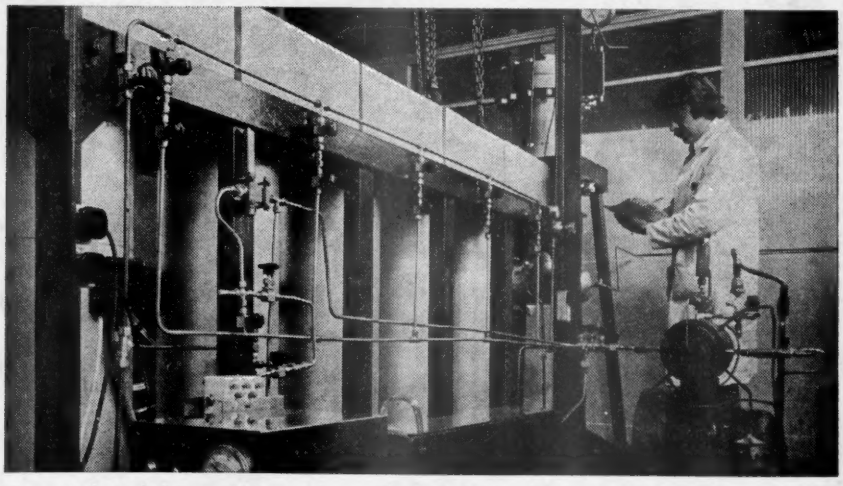
More modern and technically superior plant may go less far to explain the higher level of US productivity than is often supposed. Major reasons for the productivity gap must be sought elsewhere. The monograph indicates three major possibilities:

A relative concentration of US output in sectors where capital intensity is high.

Generally lower industrial manning ratios in the US. Fundamentally similar machinery may be worked by more labour in the UK.

The sheer size of the US home market results in larger prduction runs, but superior management techniques may also be an important factor.

* *The age of US and UK machinery*, NEDO Monograph 3, 90p from Neddy Books, NEDO, Millbank Tower, Millbank, London SW1P 4QX.



Five autoclaves being used in corrosion studies of bolt materials for an advanced gas-cooled nuclear reactor. The International Research and Development Co. of Newcastle upon Tyne has been awarded a contract worth more than £200,000 by the Berkeley Nuclear Laboratories of the Central Electricity Generating Board, for continued investigations into the effects of gases on nuclear reactor components.

Nelex 74

Nelex 74 is the title of a four-day Metrology Conference and Exhibition to be held at the Birniehill Institute of the Department of Industry's National Engineering Laboratory, East Kilbride, Glasgow from 15-18 October 1974.

The aim is to offer in-depth information on some latest developments in measurement techniques. The conference, which will be addressed by metrology experts, will be supported by an exhibition of the latest metrology equipment.

It is also hoped to provide a forum at which the current state of the art of metrology can be discussed, and views and ideas exchanged. The latest techniques and equipment will be described, and details will be given of the extensive services and facilities available for industry at NEL.

The conference will consist of six sessions, standards and industry; form measurement; properties of surfaces and components; machine transmission measurement; measuring machines and methods of measurement; and optical metrology.

Although it is a four-day conference visitors may attend on a daily basis. The exhibition will include commercially available equipment as well as prototypes of new developments.

Further details from Conference Organiser, Birniehill Institute, National Engineering Laboratory, East Kilbride, Glasgow G75 0QU. Telephone: East Kilbride 20222 ext. 570.

NCC conference programme

International events in Madrid and West Berlin are included in the programme of 10 conferences organised by the National Computing Centre between September 1974 and April 1975.

The schedule has been compiled with assistance and consultation between NCC and such organisations as the DPMA, Institute of Production Engineers, IAG and the Computer and the Law Soxiety, as well as many commercial users and manufacturers.

The programme opens with a discussion of Filetab, covering user experience, the development of new versions and the identification of wider uses.

The conference will take place at the Warwickshire County Cricket Club, Edgbaston, Birmingham, on Thursday 26 September. The cost of attending is £36.72 including VAT, reduced to £21.60 for employees of NCC member companies.

Road loads

A study of commercial vehicles in the 4-axle articulated category showed that 14 per cent had one axle overweight. This fact is revealed in a report published by the Transport and Road Research Laboratory, which provides a breakdown of commercial traffic by vehicle type and axle loading, together with the distribution over available traffic lanes.

Copies of the report may be obtained from the Director, Transport and Road Research Laboratory, Crowthorne, Berkshire.

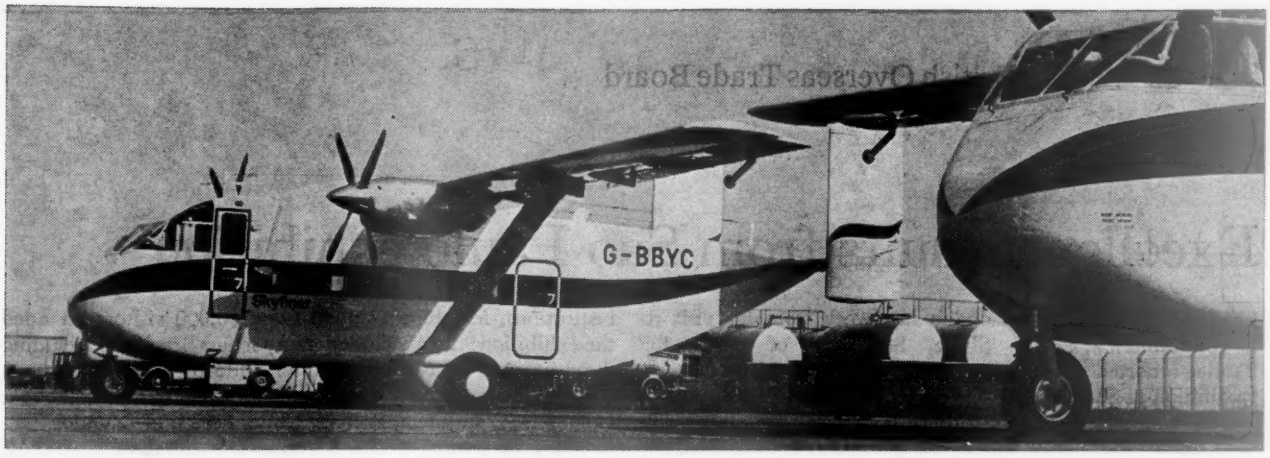
Farnborough Photonews

1

1 Tony Benn, Secretary of State for Industry, visited Farnborough on Tuesday, 3 September; his visit included a short demonstration flight aboard the Lockheed Tri-Star and he is here seen on the flight deck with Dan Haughton, Lockheed's chairman.

2 Also under discussion at the Show was the future development of the Hawker Siddeley HS 146 ultra-quiet, short/medium, haul airliner. Production of this new fan jet aircraft is going ahead and the first flight is scheduled for December 1975.

2



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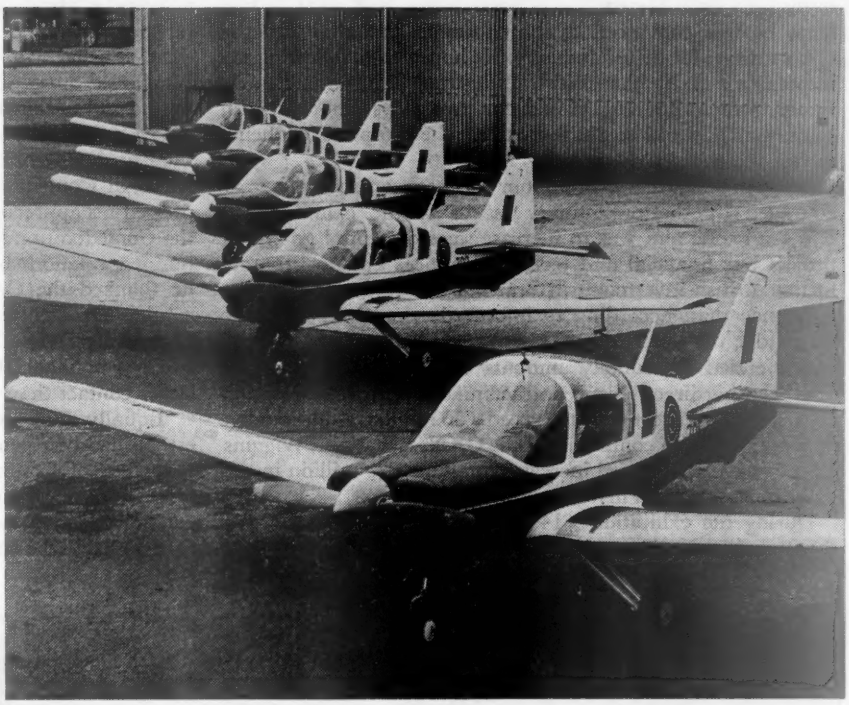
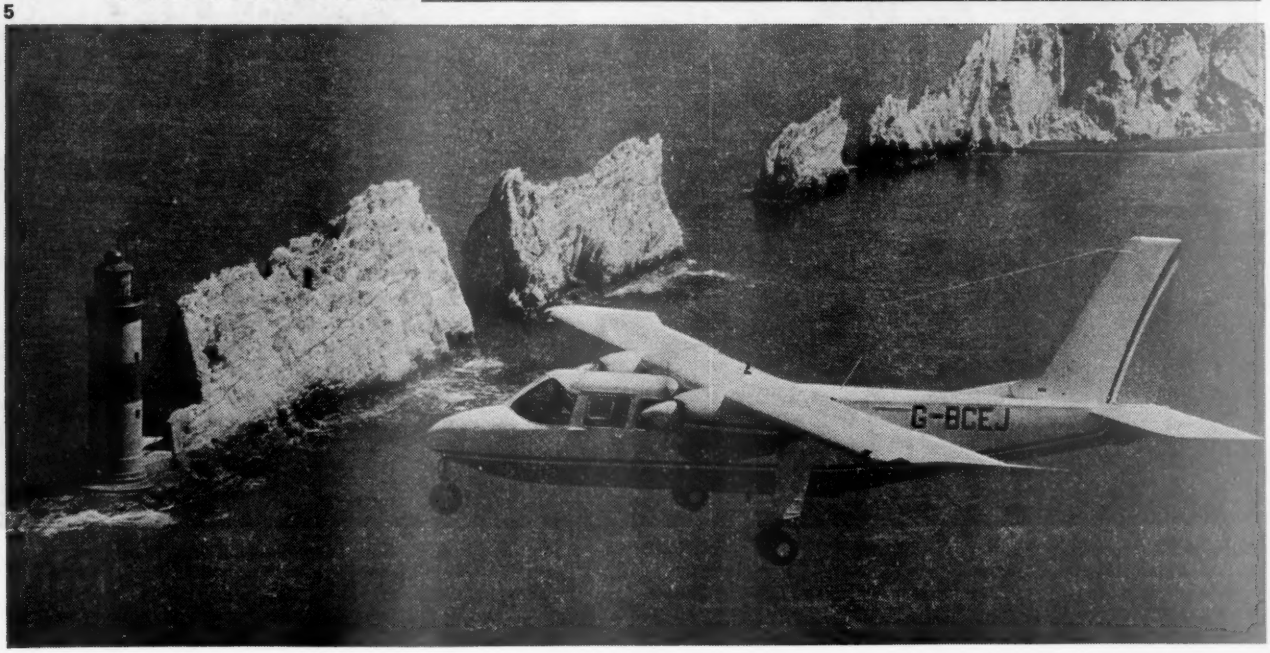


3 Short Brothers showed their new SD3-30 30-seat commuter airliner at Farnborough for the first time and, during the Show, announced orders for two further aircraft. The SD3-30 is developed from the highly successful Short Skyvan and Skyliner family. Two Skyliners are seen here in service with Pelita Air Services of Indonesia; Pelita also operate nine Skyvans in support of oil operations in the area.

4 Five Scottish Aviation Bulldog 103 basic training aircraft pictured prior to delivery to the Kenya Air Force.

5 Perhaps the most spectacular order announced at Farnborough, and certainly one of the largest, was the agreement with the Philippine Aerospace Development Corporation for the supply of 100 Britten Norman twin-engined Islanders. The agreement includes the setting up of production facilities in the Philippines and the development of a float plane version of the Islander for use in areas where no land-based facilities are available.

5



BOTB British Overseas Trade Board

Excellent results from Sao Paulo exhibition

On his arrival back in London last week from his visit to South America, Peter Shore, Secretary of State for Trade, reported excellent results from the British Industrial Exhibition at São Paulo.

The Secretary of State said that he believed Britain's trade with Brazil would grow by the end of the decade. On the basis of his talks with Ministers and businessmen, and what he had seen, he was convinced of the enormous potential and the opportunities for British industry. He hoped that, following the impetus given by the British Industrial Exhibition in São Paulo, which he had visited for two days, more British businessmen would go out there to see the prospects for themselves.

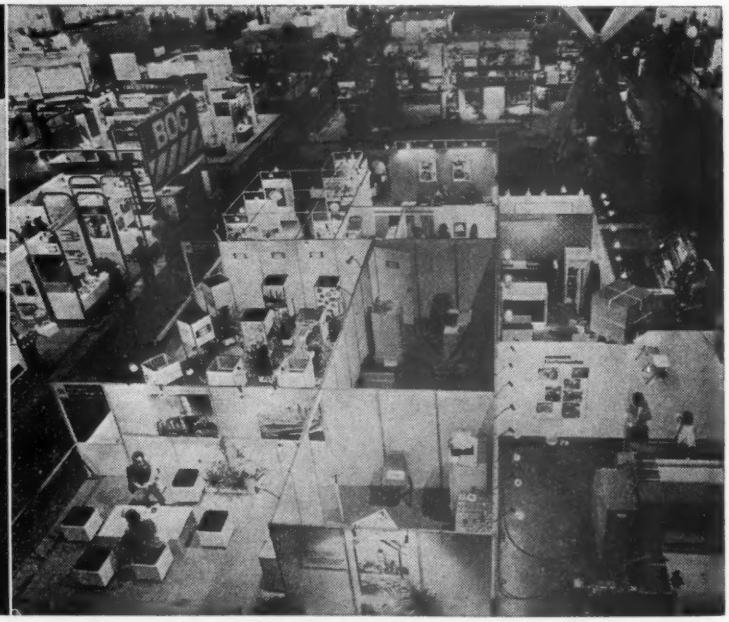
Mr. Shore said: 'Certainly our businessmen should be encouraged by the preliminary results of the exhibition at São Paulo. Its aim was to increase sales of capital goods, to project our financial and technical services and to promote further British investment in Brazil. I am glad to be able to announce that, according to information received from the exhibitors, the total value of sales concluded at the exhibition which ended on Sunday amounts to £15 million. Further sales resulting directly from contracts made during the exhibition are likely in the short term to exceed £50 million. Additionally, four major British companies (ICI, GKN, Lucas and Wiggins Teape) have announced increases totalling £20 million in the value of their capital investment in Brazil.'

During the exhibition £14 million worth of business was concluded under lines of credit arranged with British financial institutions, Mr. Shore stated. Over 60,000 visitors attended the exhibition: these included many senior Brazilians including the Ministers of Finance and of Industry and Commerce, and 80 senior officials and industrialists from Argentina, Colombia, Venezuela, Bolivia, Chile, Peru and Ecuador.

'The final results,' added Mr. Shore, 'more than triple those achieved during our successful exhibition in 1969 and indeed reflect the tripling of trade between Britain and Brazil since then. I believe that we shall see trade between Britain and Brazil and more widely in South America grow substantially by the end of this decade.'

While in Brazil, Mr. Shore attended a lunch given jointly by the British Chamber of Commerce in Brazil and the Brazilian National Confederation of Commerce. In his speech he expressed his appreciation of the very considerable contribution the Confederation has made to the development of trade and business relations between Brazil and Britain. In particular, he thanked the Confederation for its generosity in making available its facilities for the successful seminar on the services of the City of London, held in Rio in June. As a result, the two major financial centres of Rio and London were now in closer contact than ever before.

'Equally to be welcomed,' said Mr. Shore, 'is the link now established between the Rio de Janeiro branch of the British Chamber of Commerce in Brazil, and the National Confederation of Commerce. I am sure this will lead to a close collaboration, to the benefit of our mutual trade. Britain has re-emerged in the last few years as one of Brazil's major trading



While on his recent visit to South America, Peter Shore, Secretary of State for Trade, visited the British Industrial Exhibition in São Paulo on two days. Peter Shore (picture left) is touring the Exhibition with Mr. W. T. Pearce (left), Director of Fairs and Promotions Branch at the British Overseas Trade Board, and the Hon. David Montgomery (right), President of the exhibition. Mr. Shore was visiting the exhibition also in his capacity as President of the British Overseas Trade Board; the São Paulo exhibition was the biggest ever single trade promotion overseas sponsored by the BOTB. An overall view of some of the 200 stands can be seen on the right.

After discharging their load of crushed limestone into a ground hopper at Mysore Cements' factory, near Ammasandra, empty ropeway buckets are lined up for their 15 km return journey to the quarry. The £610,000 monocable installation, completed by Usha BRECO Ropeways Ltd., Calcutta, to the design of British Ropeway Engineering Co. Ltd., Sevenoaks, Kent, has a maximum capacity of 150 tons per hour. Inspecting the unloading sequence after one of the ropeway's first operational runs are (extreme left) Mr. Hamir Wasir, president of Mysore Cements, and (pointing) Mr. Tandon, general manager of Usha BRECO Ropeways, which is an associate of the British Company. Behind them is the first latticed steel tower of the ropeway line.

partners. We are now looking to a large and sustained increase in the volume and value of the trade.'

The British Minister commented that the exhibition demonstrated that we had the goods and the know-how that could play an important part in helping Brazil to shape its future. Mr. Shore continued: 'Second, we can back up the goods with export finance terms that are as competitive as anywhere in the world. Our Export Credits Guarantee Department – those increasingly well-known initials, ECGD – together with the British banks are as involved in our relationships with you as our manufacturers. Third, it is not all one-way traffic; we both know that – and we both know that it is right – that we should increasingly be taking your products. Both in primary and manufactured goods Britain represents an increasingly important market for Brazil.

'Fourth, we both realise how important it is to work together on direct productive investment. Whether we are thinking of wholly-owned British subsidiaries in Brazil – and I saw a striking example of one in Coats Paton/Linhas Corrente in São Paulo earlier this week – or of the increasing number of joint ventures between Brazilian and British firms, we both know and appreciate the crucial role that new investment will play in the development of Brazil in the years ahead.

'There is another area of co-operation I want to mention – the arrangements under which Brazilian companies produce British-designed goods under licence here. This is an especially appropriate point for me to make today because, as soon as I leave you, I shall be sailing to the CCN shipyard for the launching of their new 14,000-ton cargo ship. This is, I understand, the 15th in the series of vessels being built at Niteroi under licence from a British company. I trust that I have said enough to make my central theme clear: I believe that our two countries must combine and co-operate in their trade and commerce. I believe that we can contribute to and help you to realise the vast potential that is already the Brazil of today and will even more certainly be the Brazil of tomorrow. And I believe that, in working together, we can fulfil the aim we both share of an expanding and freer world trade.'

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Customs notices of interest to exporters

The following Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41 Mark Lane, London EC3R 7HE.

General Notices

17 (May 1973)	Arrangements for preferential trade between the Channel Islands and the United Kingdom.
49	Temporary importations: international co-operation.
104	Temporary importations and exportations under ATA and ECS Carnets.
112	Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants.
112A	Charges for attendance given at private premises at the request of merchants.
118	Samples imported for promoting export trade.
207	Re-imported goods: relief from Customs duty and Value Added Tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
221	Process Inwards Relief and Pre-financing of export refunds on products for process.
223	Export relief on goods exported in the same state as at import ('Same state section 7 relief').
241	European Economic Community: Compensatory, Levy and Addendum thereto.
275	Documentation of Exports for Statistical Purposes.
290	Export of personal and household effects.
300	Export reliefs scheduling scheme.
703	VAT – Exports. (Revised November 1973)
704	VAT – Retail Export Schemes. (Revised November 1973)
705	VAT – Tax free sales of motor vehicles to tourists, etc.
750	Community transit – general.
750A	Community transit – list of Offices of Departure, Transit and Destination and Guarantee Offices in the United Kingdom, etc.
750B	Extension of the Community Transit procedures to Austria and Switzerland.
751	Notes on completing Community transit forms T1, T2 and T3.
752	Free circulation of goods in the European Communities.
753	Community transit – the simplified procedure for goods carried by rail
754	Documentation for fish caught by British fishing vessels.
755	Community transit – special control procedures.
756	Instructions on the use of loading lists as descriptive parts of forms T1, T2 or T3.
774	Hydrocarbon Oils Customs Duties: Additions of *Ad Valorem* Protective Element.
800	EEC Common Agricultural Policy: Customs procedures in respect of export refunds and export licences.
810	EEC Preferences – Free Trade Agreement between the EEC and the EFTA countries.
810A	EEC Preferences – EFTA Countries. Simplification of the documentation system described in Notice 810. Introduction of universal form of movement certificate EUR 1.
812, 812A	EEC Preferences – Turkey.
815 (June 1973)	EEC Preferences – Morocco.
817 (June 1973)	EEC Preferences – Tunisia
818 (June 1973)	EEC Preferences – Egypt.
819 (May 1973)	EEC Preferences – Cyprus.
820 (July 1973)	EEC Preferences - Lebanon.
821	EEC Preferences – simplified procedure for sending evidence to EEC customers about the origin of goods.
830	Arrangements between Denmark and United Kingdom.

Drawback

7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
132A	Sugar: cessation of Import Duties and Imposition of Levies under the Common Agricultural Policy of the EEC and the Sugar Board Charge.
172	Hydrocarbon Oils: drawback of duty.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.

BOTB News

A call for more UK/Norwegian North Sea co-operation

A call for the United Kingdom and Norway to establish common standards for those working in the North Sea was made last week by Gavin Strang, Parliamentary Under-Secretary of State, Department of Energy.

Dr. Strang, who was speaking in Stavanger, where he had earlier visited the Offshore North Sea Technology Conference and Exhibition, said that 'the Offshore Oil Exhibition in Stavanger focused attention on an area of dynamic change and unprecedented opportunity for the peoples of Norway and of the United Kingdom. I refer, of course, to North Sea oil.

'It must be a matter of great interest to many to observe the manner in which the Governments of the two countries are going about the task of ensuring that this very valuable asset is husbanded for the benefit of the people of our two countries.

'Inevitably, there are differences in approach in many areas. But such differences do no more than recognise the different economic factors which apply in the United Kingdom and in Norway; factors such as population and indigenous energy resources are but two. These differences must inevitably influence our respective approaches to the challenge of North Sea oil. But in the context of the North Sea, there are many areas in which we face the same problems, the same challenges, And I firmly believe our two countries will benefit greatly if, recognising these common problems, we seek common solutions.

'The importance of finding common solutions lies in the need to establish common working standards for those engaged in the day-to-day task of exploring for, and producing oil. No-one will dispute the need to ensure that those who work in the hazardous conditions of the North Sea are protected by standards which sensibly regulate the operating conditions under which they must work.

Already working together

'There are already a number of areas in which our countries are working together. The unitisation of Frigg gas has already been agreed upon and our two sides are now working closely on the practical aspects of this agreement. The recent discovery of oil in the Statfjord field, which lies adjacent to the UK sector, will provide another useful opportunity for our two countries to co-operate in joint exploitation.

'I was grateful for the opportunity I had earlier today to meet Mr. Arve Johnsen, head of Statoil. I was able to outline to him my views on the need for UK/Norwegian co-operation in the North Sea. It is an area in which we can learn much from Norway's experience and, with humility, in which we can offer you the benefit of our very considerable efforts.

'My Government's policy for the effective and equitable exploitation of the North Sea has been well documented. The Norwegian influence on this policy can be easily recognised. This in itself demonstrates the commonality of the challenger which faces us. We are determined to achieve for the people of the United Kingdom a full share of the benefits of North Sea oil – just as you are so successfully doing. I am not persuaded by the Jeremiahs who would have us believe that our policies will inhibit the exploitation of oil in the UK sector. The international oil companies are well accustomed to working in partnership with governments, as they are doing in Norway, and on the basis of this experience we remain justified in our optimism.

'The development of a flourishing UK offshore supplies market to serve the needs of the North Sea and other offshore oil fields remains a central feature of our policy. British industry is beginning to respond to the challenge which this relatively new and lucrative market offers. The UK possesses a comprehensive range of engineering and constructional industry skills which we are fast adapting to serve the needs of the North Sea. Evidence of these are effectively demonstrated by the many British companies participating in the offshore exhibition now being held here in Stavanger.

Offshore Supplies Office

'We are determined to make the most of the opportunities offered to British industry and the Department of Energy's Offshore Supplies Office exists to ensure that we do. This is why the Offshore Supplies Office is being dramatically expanded and why its headquarters is being moved to Glasgow, nearer the centre of the oil related industries.

'The offshore market is one in which Norwegian industry is flourishing. Whilst recognising the physical advantages which you possess in terms of platform construction facilities, no one can fail to be impressed by the manner in which you have developed your offshore capabilities. To this we pay tribute.

'For us, in Britain, the construction of production platforms has created particular problems. But we believe that we now have a policy which will facilitate the building of these platforms and I am more than hopeful that we will soon be able to play a fuller part in their construction. This is an area in which success will bring considreable benefits for our balance of payments, for the many industries which serve the North Sea, and for our export potential in relation to other offshore markets. It is an area in which we cannot afford to lose.'

While in Stavanger Gavin Strang, visited the stands of the 27 British companies and three Government research bodies which, with the support of the British Overseas Trade Board, participated in the first Offshore North Sea Technology Conference and Exhibition (3-6 September).

The British group, sponsored by the Association of British Oceanological Industries (ABOI) and the Council of British Manufacturers and Contractors serving the Petroleum and Process Industries (CBMPE), was competing with about 200 exhibitors from 10 European countries, the USA and Canada.

Market report on car battery users in Europe

A six-part study of the market for replacement car batteries bought by private motorists in Europe has recently been released. The report, which was commissioned by the British Battery Makers' Society under the British Overseas Trade Board's Export Marketing Research Scheme, covers France, West Germany, Italy, Holland and Belgium.

Information is given about the existing size, structure and nature of the market for replacement batteries and the basic behaviour patterns of recent battery buyers, including brands purchased, where purchased and price paid. The report also identifies factors which influence the buyer and his decision to buy.

This market study is available in six volumes (one summary volume plus a volume of tables for each country) from the British Battery Makers' Society, 77 Bedford Court Mansions, Bedford Avenue, London WC1B 3AE. The price is £380 per country.

The Export Marketing Research Scheme of the BOTB exists to help and encourage UK firms and trade associations to undertake research into overseas markets as a key part of their export effort. The Scheme provides advice and substantial financial support.

Eric Deakins opens Ghent Shopping Week

Six hundred colourfully-decorated shops, displaying a wide range of British consumer goods, greeted Mr. Eric Deakins, Parliamentary Under-Secretary of State for Trade, when he opened the British Shopping Week being held in the city of Ghent in Belgium from 6-14 September.

Besides store and street decorations, a number of special attractions are creating a British atmosphere in Ghent during the promotion.

The Shopping Week, which has been organised with the support of the British Overseas Trade Board, is the sixth in a series of such promotions to take place in Belgium since the successful British Week held in Brussels in 1967.

Leipzig: there's a good deal in this Fair city

From Derek Todd, Exhibition Editor, Trade and Industry, Leipzig, Sunday: This city's important international Autumn Trade Fair, concluded here today, once again amply demonstrated that it is not simply a market place for the exchange of goods – but an intense focus of commercial and industrial, technological and scientific, economic and diplomatic activity.

Britain's participation in the event, 1-8 September, was highlighted by the visit of Eric Deakins, Parliamentary Under-Secretary of State for Trade, who had discussions with Ministers and senior officials of the German Democratic Republic (DDR) on a broad area of co-operation between our two nations. Mr. Deakins also made extensive tours of exhibition sites within and without the city centre.

The crowded schedule of Mr. Deakins – in the DDR 30 August-4 September – began with two days in East Berlin where he made a call on Deputy Minister Nier at the Ministry of Foreign Affairs, attended a dinner party given by British Ambassador H. B. Curtis Keeble, made a sight-seeing tour of the city, visited the Pergamon Museum and attended a performance at the *Komische Oper*.

On arrival in Leipzig, Mr. Deakins was guest of honour at a luncheon hosted by Herr Schonherr, Director-General, Ministry of Foreign Trade, before departing for the *Messegelände* (the industrial fairgrounds some distance outside the city) for his first tour of exhibitors' stands.

Some 80 British firms with a diverse range of offerings, in both the capital products and consumer goods sections, exhibited at the Leipzig Autumn Fair this time (*a list was published in an introductory article in our 29 August issue*). They were among more than 6,000 exhibitors from 50 countries, displaying their wares in eight engineering groups and 24 consumer goods divisions to potential customers from 80 countries.

Accompanied by the Ambassador, Commercial Counsellor J. E. Reeve and Miss Margaret Terry of the Department of Trade's Commercial Relations and Exports Division, the Minister first called at the well-established British Information Stand, a spacious area with conference rooms and other useful facilities, managed by Fairs and Promotions Branch's highly-experienced Jack Swinton.

The whole of the Commercial staff of our Embassy in East Berlin was present to advise and assist at the Fair: the aforementioned Jimmy Reeve, First Secretary Commercial Ken Davenport and Third Secretary Commercial George Hall, together with Head of Information Ken Duke.

The Minister's party, accompanied by Hans Nebel, DDR Commercial Counsellor in London, made an extensive tour on foot of several halls in the sprawling fairgrounds, talking with many exhibitors. Mr. Deakins' evident interest in what he saw generated a lot of enthusiasm – and drew crowds which often stayed to inspect exhibits more closely after he had moved on. (Incidentally, the magnificent motorcar in which he travelled to and from the fairgrounds and around the city excited much admiration – and the fact that it was literally flying the flag left no one in doubt about nationality.)

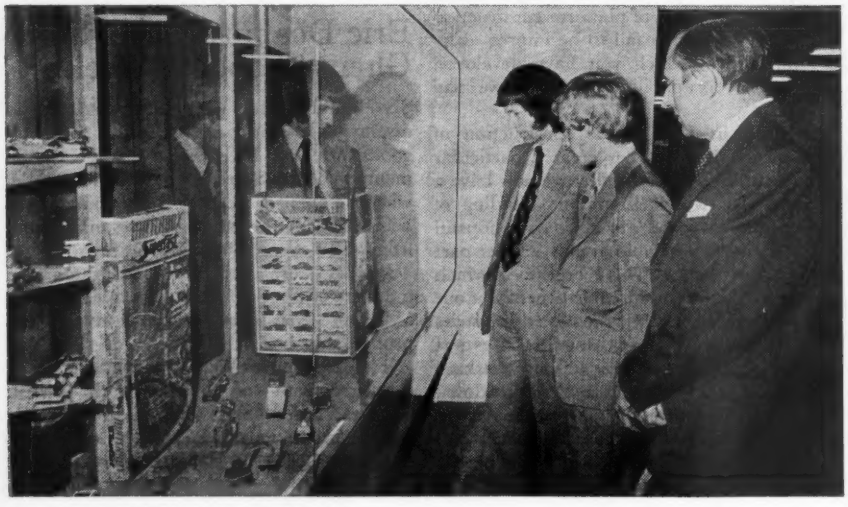
Among the stands visited in this tour were those of: British United Shoe Machinery Co. Ltd. (the Minister spoke with David Gorrod), CIC Ralphs Ltd. (Guy Shelley), Platt International Ltd. (Fred Sawyer), Barwell Ltd., Dunlop (John Reid), Setright Registers Ltd. (displaying an illuminated map showing the many DDR cities where its ticket-issuing machines are used), Black-Clawson International Ltd. (W. J. Parry), Crosfield Electronics Ltd. (featuring the Synchroscope viewer and other electronics for the printing industry), Monotype Corporation, Alginate Industries Ltd., ICI Organics Division (K. C. Leigh) and Shell International (head of East European operations John Cooper).

Mr. Deakins also visited the stand of the British Plastics Federation where 11 firms, in a British Overseas Trade Board-supported joint venture, were displaying examples of the diverse wares made by their machines, as well as illustrations and models demonstrating developments in the industry. These firms were: Churchill Instrument Co. Ltd. and Bone Cravens Ltd., Bradley & Turton Ltd., Daniels Hamilton Ltd., J. J. Harvey (Manchester) Ltd., John Orme Ltd., Parnall & Sons Ltd., W. Platt & Sons Ltd., Francis Shaw & Co. Ltd., The Small Power Machine Co. Ltd., Spooner-Edmeston (Sales) Ltd.

At the fairgrounds, Mr. Deakins was formally received by State Secretary in the Ministry for Foreign Trade Gerhard Beil. Back in town, he was given a reception by Minister for Foreign Trade Horst Sölle at the *Neues Rathaus* and also found time to visit the *Auerbach Keller* immortalised by Goethe.

Next day, the Minister paid a long visit to the works of Carl Zeiss at Jena where, once again, there was a luncheon in his honour. Returning to Leipzig via Weimar, the Minister attended a reception and dinner, hosted by the Ambassador, at which Friedrich Wonsack, Director-General, *Leipziger Messeamt*, and many other distinguished DDR officials and Ministers – who really turned out

Britain's famous 'Matchbox' toys are much sought after in the German Democratic Republic (DDR). Here, Eric Deakins, Parliamentary Under-Secretary of State for Trade (left), is shown some models by an executive of Lesney Products and Co. Ltd., while the British Ambassador to the DDR, H. B. Curtis Keeble, watches on the right.



in force at all these functions – were present.

Exhibitors in the city centre (consumer goods) came in for special attention from the Minister the following day when he pressed on with his busy programme. Exhibitors visited included: in the *Petershof*, Lesney Products & Co. Ltd. ('Matchbox' toys) and Boosey & Hawkes (musical instruments); in the *Messehof-Sonderbau*, Hurst Gunson Cooper-Taber Ltd. (electronic sorting machines for foodstuffs); in the *Dresdner-Hof*, Wellcome Foundation Ltd.

Then it was out to the fairgrounds once again for meetings with State-Secretaries Nendel, Schubert and Kaiser of, respectively, the Ministries for Electrotechnics and Electronics, Tools and Processing Machinery, the Chemical Industry. Back in the city centre, Mr. Deakins had lunch with Dr. Beil, followed by discussions. This, in turn, was succeeded by an introduction to officials from the Foreign Trade Bank and a meeting with State Secretary Stubenrach of the Ministry for Science and Technology. The day's programme ended with a dinner given by the DDR Chamber for Foreign Trade.

On the final day of his visit – the first by a British Minister to the DDR – Mr. Deakins bade farewell to Minister Sölle and Dr. Beil before giving a crowded news conference to representatives of press, radio and television in the imposing Press Centre housed within Karl Marx University (*see page 543 of this issue for report*), after which he drove to Schkeuditz airport for British Airways' direct Trident 3 flight to London.

Mr. Deakins left no doubt that he considered the discussions with DDR Ministers and officials highly constructive and likely to prove mutually rewarding after further expert study on both sides: **the first meeting of the Joint Commission, provided for in last December's Co-operation Agreement, will be in London in November.**

Your correspondent, in another, independent, tour, later saw several impressive DDR and CMEA exhibition stands and had the pleasure of talking with Dr. Hans-Jürgen Korff, Commercial and Economic Director, Interatominstrument (a six-nation partnership set up to develop peaceful uses of nuclear technology) and Ing. Claus Büttner of Leune-Werke (major manufacturer of chemical products).

German Democratic Republic Ministers and officials with whom I spoke equalled Mr. Deakins' enthusiasm about the prospects: appreciative of the 'serious' (their word) British approach, they were particularly happy that the discussions focused on specific areas of potential co-operation and ranged positively beyond mere vague declarations of intent.

But, as Mr. Deakins pointed out at his press conference, the Government can only do so much: it can give a lead and it can give a hand – but there is no substitute for businessmen and industrialists making their own contacts on the spot. As he put it, 'It is here in Leipzig that one must start doing business with the DDR'.

Well, what about business this time? Many exhibitors, I believe, felt that the Autumn Fair was rather quiet. There are, of course, many reasons for this. Some are specific. The textile trade was affected by increased prices and by quotas. Other industries did not escape such inconveniences. And results must be seen against the background of economic uncertainty which, quite understandably, engenders something of a 'wait and see' attitude.

British exhibitors who were slightly disappointed at least had the consolation of a little *schadenfreude* in seeing that visitors to foreign competitors' stands were in many cases even fewer!

The important thing about major international fairs like Leipzig, though, is not necessarily the amount of business actually transacted on the stands. After all, decisions about capital plant (and consumer goods) costing hundreds of thousands of pounds are not often made over a quick chat in a bustling fairground. Detailed – and sometimes protracted – negotiations may be necessary before an inquiry turns into an order.

Disillusionment can be swept away when a nibble at the Fair leads to the landing of a big fish months later. That this is true is demonstrated by the number of firms that feel disenchanted and express a disinclination to exhibit again – only to be seen in their places at the next opportunity, encouraged and ready once again to make the positive effort necessary to win valuable business.

So – for your Leipzig '75 diary – the next Autumn Fair (if that's the one whose product sectors interest you) will be held 31 August-7 September and the Spring Fair (different product groups) is to take place 9-16 March.

To end at the beginning . . . On the eve of the Fair I was presented with an invitation to attend what I thought would be a fairly modest reception at the modern *Opernhaus*. Imagine my surprise (as they say) when on entering this truly palatial edifice I was conducted not into a reception room but into a lobby. Then a door was silently opened and I was politely shown (with another latecomer) into a magnificent concert hall crowded with an attentive audience – and a symphony orchestra of over 100 instrumentalists!

As if that were not enough, a curtain rose to reveal a mixed choir of 150 persons (six ranks of 25 – I counted them). There were also on the platform three pianos, two concert grands and an upright (no, they were not all played at once). To enrich the mixture yet further, 11 soloists trouped on to this already heavily populated platform to render a work by DDR composer Paul Dessau.

This *Festliches Opernkonzert* to mark the opening of this particular edition of the 800-year-old Leipzig Fair closed with the finale of 'The Mastersingers of Nuremberg' by Richard Wagner, one of the city's distinguished native sons (others who were born or died, studied or disputed, there include Bach, Mendelssohn, Schumann, Goethe, Schiller, Luther, Leibniz). These enormous massed forces were all deployed for a concert lasting barely 60 minutes. Now, the economics of that entertainment are enough to make any capitalist impresario turn to *porzellan* (or, at least, feel rather fragile).

The reflection was irresistible that this concentration of effort, with no pains spared to orchestrate elements into an efficient event, was somehow symbolic of the renowned international exhibitions of the Fair city of Leipzig.

Japan opportunities for restaurant plant

From R. Cooper, Second Secretary (Commercial), British Embassy, Tokyo: Seven British companies braved the heat of the Tokyo summer to exhibit at the International Restaurant Equipment Exhibition at the Harumi International Trade Centre from 5 to 8 August. More than 20,000 Japanese and other businessmen also braved the summer heat in order to go and see the exhibits. Growing Japanese consumption of western food and expanding numbers of restaurant chains mean increased opportunities for British restaurant equipment manufacturers. Indeed opportunities were plentiful at the Tokyo exhibition, where all of the four companies seeking agents were pursued by numbers of hopeful trading companies.

Although arrangements were not final when they left Japan, Anglo-Swiss Catering Equipment Ltd. had found excellent opportunities for its conveyor-belt style toaster; there were prospects that through contacts met at the exhibition the company would be able to establish itself not only in Japan but also throughout the fast growing South East Asian market.

Among the other companies which were particularly successful was Steam Vacuum Extraction, which early in the show had sold all its exhibits and by closing time seemed assured of a large amount of business in Japan in the long term. Benham and Sons Ltd. was another company whose equipment attracted attention and from the number of substantial inquiries received long-run prospects also appeared most favourable.

This is the second successful British participation in an exhibition which is attracting a growing number of exhibitors each year. The compact British group in the centre of the exhibition hall drew a large number of visitors and made considerable impact. As a consequence four more companies will have a foothold in Japan and will be able to take advantage of its expanding markets.

New booklet published to assist exhibitors

'Are Exhibitions Worthwhile?' is the question posed and answered in a new booklet produced by Westbourne Group. Produced as a guide to both large and small companies intending to participate in trade shows, the booklet traces the development of exhibitions and their organisation and gives advice on how to get the best return on the initial investment in floor space.

Sections are included on how to plan for exhibition participation, how to make use of organiser's promotional services, audience research and how a well run trade show is advertised and promoted.

The new booklet 'Are Exhibitions Worthwhile?' is available free of charge from Westbourne Group, Crown House, Morden, Surrey.

Pictured on the Sharmans Poultry Systems' stand at the XVth World's Poultry Congress and Exhibition in New Orleans are (left to right). Roy Fox, HM Consul-General in Houston; Warren Dubose Jr., of Continental Egg Farms, Gonzales, Texas; H. D. Sharman of H. D. Sharman Ltd., Stockport, Cheshire and F. Kennedy, HM Consul-General in Atlanta.

Feeding focus for fine fowl fair

From W. C. Hodgkins, Consul (Commercial and Information), British Consulate-General, Houston: The XVth World's Poultry Congress and Exhibition – held every four years, the last one being in Madrid in 1970 – was staged at The Rivergate, New Orleans, 11-15 August 1974. The theme of this year's Congress, which was hosted by the United States branch of the World's Poultry Science Organisation, was 'Focus on feeding mankind'. The Congress is truly international and the total number of registrations of nearly 5,000 included many visitors from all areas of the world, with large delegations from Brazil, the United Kingdom and Australia. The leader of the British delegation was J. A. C. Calvert, Senior Poultry Husbandry Adviser, Ministry of Agriculture, Fisheries and Food.

The exhibition occupied the whole of the large exhibition hall at The Rivergate and ran for the four days 11-15 August. There was a total of about 180 exhibitors of which, as could be expected, the largest number was from the United States covering all aspects of the poultry industry and including a large information stand organised by the US Department of Agriculture.

By far the biggest foreign group was that from the UK consisting of a total of 17 exhibitors – of which 13 were commercial firms – occupying an area of 6,000 sq. ft. Canada had an official information and group stand consisting of nine firms and there were also two Canadian firms exhibiting separately. Hungary had a large official information and display stand and Australia and Israel also had information stands. There were also seven Dutch firms on separate stands either exhibiting independently or through their US distributors. Other foreign exhibitors came from Italy (four), France (four), Belgium (three), West Germany (two) and the Union of South Africa (one).

The British stand was organised as a joint venture between Fairs and Promotions Branch of the British Overseas Trade Board and the British Agricultural Export Council (BAEG). In spite of the registrations being lower than originally hoped for, no doubt due to the present uncertainties in world trade generally and in the poultry industry specifically, it is clear that most exhibitors regarded their participation as being worthwhile. Christopher Harrisson, of BAEG, stated that almost all the commercial exhibitors were pleased with the success of their participation and with their stands. The information area had been intensely busy and in addition many valuable contacts had been made in the world poultry industry outside the strictly commercial field.

British United Turkeys reported a very successful show in making and renewing contacts from all over the world; the company was negotiating the placing of trial groups in the United States and Canada.

Phoenix Organics, demonstrating its poultry manure batch drier, sold its stand model and expected to sell at least 10 more over the next six months; worthwhile discussions had also taken place on establishing agencies in the US and other parts of the world and also on arrangements for manufacturing under licence in the US with components imported from the UK. The Colman Group was also demonstrating an industrial manure drier and reported a very successful show with customer interest from 17 countries and definite orders for one each, at about £16,000 apiece, from Australia and New Zealand: negotiations were also taking place with a US firm to exploit the non-poultry market for their driers.

R. A. Lister (Agriculture) Ltd., sold the larger of its two demonstration models of farm feed pelleters; inquiries from Latin America alone made the show worthwhile and agents in this area, as well as several in the US and one in Canada, were expected to be appointed after the show. Warwick Pump and Engineering had reached tentative agreements with distributors covering three areas of the US for its range of hot and cold power washers and steam cleaners.

GEC-Woods Ltd. demonstrated its automatic electronic control ventilation system. Although already represented by its subsidiary in New York, GEC-Woods is considering appointing specialist poultry industry agents and some useful contracts were made. Q. Mark International Ltd. sold its stand model brooding and rearing battery cages and had also taken US orders for 250 of its special supermarket egg container units. The information area was staffed by members of the British Agricultural Export Council, the Eggs Authority, the UK branch of the World's Poultry Science Association and the National Farmers Union.

The next congress and exhibition will be held in Brazil in 1978.

Computer conference at Imperial College

Computers are more than just electronic 'number-crunchers' these days: they can play a vital part in almost all aspects of industry, especially in the time, skill and manpower-consuming area of engineering design. The quarterly journal, *Computer Aided Design*, is organising and sponsoring a four-day exhibition and conference, CAD 74, at Imperial College, London, September 24-27, dealing with the use of computer-aided-design in industry.

All branches of engineering – mechanical, civil, structural, chemical, control, electrical and electronic – will find something of interest in the papers, the organiser states.

Full information on the double event can be obtained from: CAD 74, IPC Science & Technology Press, 32 High Street, Guildford, Surrey, GU1 3EW; tel. Guildford (0483) 71661.

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Export Business

Farnborough brings in the orders

Within a day or two of the opening of Farnborough International '74 export orders worth millions of pounds were flowing into British companies.

The State Oil Company of Algeria, Sonatrach, ordered five aircraft fuellers and other refuelling equipment worth over £1 million from Gloster Saro Ltd., a Hawker Siddeley company. The low profile fuellers, designed for modern wide bodied jets, each carry 38,000 litre (8,800 gal.) and tow a drawbar trailer also holding 38,000 litre. These vehicles were exhibited for the first time at this year's Farnborough air show. The vehicles are equipped to refuel aircraft at 3,800 litre/min. and defuel at 650 litre/min.

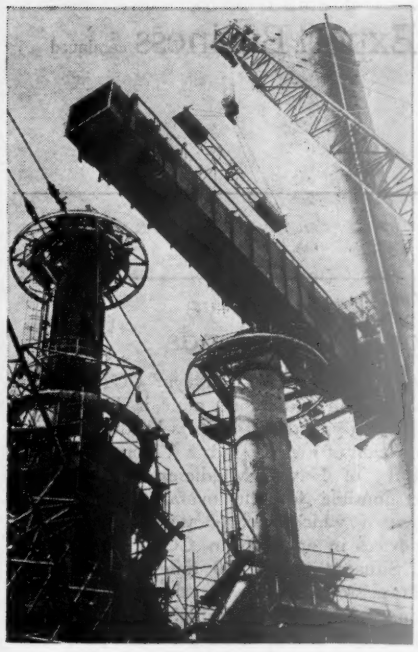
Orders, worth almost £1 million, were placed by the Mexican Civil Aviation Authority with Plessey for an automated radar air traffic control system at Monterrey Airport and for instrument landing systems (ILS) at Puerto Vallarta and Tijuana airports. These orders, which were won in competition with firms in France, Netherlands, USA, Canada and Italy, form part of the first stage of a multi-million pound programme for the complete modernisation of Mexico's air traffic operations.

The automated ATC system for Monterrey, ordered from Plessey Radar, consists of a Plessey AR 15/2 primary radar and a Plessey secondary radar integrated with a fully-automatic data processing and display system, which incorporates several new operational features, including code/callsign conversion. Every aircraft shows up on the displays, with its flight number and height appearing alongside the normal radar echo, together with an indication of its route and destination.

A Sperry crash recorder and ground replay system have been selected by Panavia for the English and Italian versions of the MRCA joint Anglo-German and Italian aircraft. It is anticipated that several hundred recorder systems will be required. Work sharing with Italy is presently under consideration.

The recorder is of extremely small size and light weight and was designed and produced at the Sperry Gyroscope plant at Bracknell and utilises the latest recording and electronic techniques.

Dowty Boulton Paul has been awarded contracts by the Boeing Airplane Company in the United States to supply hydraulic equipment associated with the flap system for the Boeing 727 airliner. It is the first order the company has won from a major aircraft manufacturer in the United States. The hydraulic valve and quadrant assemblies for the three-jet Boeing 727 transport aircraft will be manufactured at Dowty Boulton Paul's Wolverhampton factory.



A £500,000 modernisation programme at a Netherlands oil refinery was completed recently by the Plant and Construction Division of GKN Birwelco, Halesowen, Worcs. The project involved uprating three furnaces – built by GKN Birwelco 14 years ago – at the Esso Nederland refinery near Rotterdam. The job, normally reckoned to take some four months, was completed in 35 days due to detailed scheduling by GKN Birwelco's 10-man management team and around-the-clock working by local sub-contractors. Photo shows a new flue-gas duct being lowered into position at the refinery during the project.

Multi-million contract for Russian tyre factory

The handling and process plant division of Simon-Carves Ltd., Stockport, has signed a £25 million contract with V/O Techmashimport, a State Trading Organisation of the USSR, for the supply of a computer-controlled automated mill room – and other equipment comprising a carbon black silo and distribution system, an automated warehouse for rubber compounds and various storage and material handling systems – for use at the Kamaz River Truck Tyre Factory.

This is the fifth major contract the division has received from the Soviet rubber industry over the last 15 years and reflects confidence in the division's ability to handle complex and composite rubber and tyre factory contracts.

The final contract negotiations took place in Moscow over a four-week period, the negotiating team being led by John Burgess, a director of Simon-Carves Ltd., in the face of intense international competition.

British jet proves popularity in Philippines

Philippine Airlines – one of the largest in South-east Asia – is acquiring two additional BAC One-Eleven twin-jet airliners to bring its total fleet to eight aircraft. The first of the two further One-Elevens is already in the Philippines and is in use for special duties including Presidential and Governmental executive transport; the second will arrive towards the end of the year.

This increase in capacity has been made necessary by the continually growing traffic volume which these popular British jets have generated and the fact that PAL's commitments were greatly expanded when it became the nation's sole domestic scheduled airline earlier this year. Together these factors will have resulted in the addition of five more One-Elevens by the end of the year.

The progressive introduction of these additional aircraft is making possible major increases in frequency of service between all the trunkline centres served by PAL. It also coincides with plans to develop more airfields in the Philippines to enable these aircraft to serve many of the remote centres of population now demanding jet service and better national communications.

Adding colour to Singapore screens

Prowest Electronics Ltd. of Windsor has won a £336,000 contract to commission a major colour television studio centre in Singapore. The award of this contract, it is reported, is the result of the activities of Prowest's parent company, Broadcast Systems Ltd., which has the expertise required for the planning and installation of large studio facilities for colour television.

Won in the face of international competition the order is the main contract for the principal studios in Singapore's plans for colour broadcasting.

Placed by the Department of Broadcasting of Singapore Ministry of Culture, the contract involves the supply of equipment, much of it British, as well as installation and commissioning of a complete colour television studio complex. It involves equipping a master control room, central apparatus room and a three-camera colour studio plus providing linking facilities to existing studios and equipment.

Most of the systems, vision switching and mixing equipment and television monitors, will be manufactured by Prowest at its Windsor factory. Other equipment, including caption cameras, colour coders and test signal equipment, will be provided by another British company, Link Electronics Ltd.

Export Business continued

To keep an eye on the diamonds

A 14-camera EMI Surveyor CCTV system for use in a diamond mine in Botswana is being supplied to De Beers by the television division of EMI Sound & Vision Equipment Ltd., of Hayes, Middlesex. EMI is also responsible for the overall design of the system which incorporates other security devices in addition to CCTV.

Situated about 150 miles north-west of Francistown in Botswana, the Orapa diamond mine has an extremely high output of industrial and other diamonds. To provide round-the-clock security, the 14-cameras will be located at strategic positions throughout the mine, arranged to give continuous operation, in conjunction with movement and other alarms.

Each camera has its own associated picture monitor. A movement in any of the areas guarded by the alarms will automatically switch the output of the relevant camera on to a large screen picture monitor. This will also automatically be recorded on a time-lapse video tape recorder.

The monitors are located in a control centre approximately 400 metres from the camera locations. The chief security officer also has a master monitor — which can be switched to any camera – plus a time-lapse VTR in his office.

Sheffield company wins brass from Yugoslav copper tube

A £7.5 million contract to supply a copper tube plant in Yugoslavia has been received by Davy-Loewy Ltd., Sheffield-based Davy International company. In winning the order, Davy-Loewy defeated strong competition from Italy and the USA.

Under the terms of the contract, Davy-Loewy is responsible for the supply of all main items of production equipment and the co-ordinating engineering required to establish a copper tube producing plant at Majdanpek, Serbia, for the Bor Copper Mining and Smelting Combine.

The new plant is due to be commissioned by December 1976.

A process route of hot extrusion, cold reduction, drawing, heat treatment and finishing will enable the plant to produce 15,000 tonnes a year of tubes ranging from approximately 1.5 millimetres to 76 millimetres diameter. Extrusion will be carried out on a Davy hydraulic press.

The engineering services division of Davy-Loewy is responsible for the overall engineering of the plant and the extrusion press is being designed and supplied by the company's hydraulic machinery division.

Finance is being arranged by Lloyds Bank supported by Export Credits Guarantee Department.

Sunshine street lighting

Export orders for over £112,000 worth of street lighting equipment and Osram lamps, for Qatar in the Arabian Gulf, have been won by GEC Street Lighting Ltd., of Wembley.

The contract was arranged by one of GEC's Middle East agents following intensive negotiations with local authority engineers in the area.

The equipment ordered includes main road lanterns complete with control gear incorporating 310 watt and 400 watt high pressure sodium Solarcolour lamps, as well as a number of 180 watt low pressure sodium Super SOX lamps.

More power for the Bay

Mirrlees Blackstone Ltd., of Stockport and Stamford, a Hawker Siddeley company, has won a £1.4 million order for four large diesel-driven generating sets to be installed in a new power station being built at Walvis Bay in South West Africa.

Each of the four sets consists of a Mirrlees Blackstone KV16 Major diesel engine driving an ac generator manufactured by Brush Electrical Machines Ltd. (another Hawker Siddeley company) to provide the station with an installed capacity of 26.5 MW.

The new power station will have to fulfil three separate roles: to provide power if the output from the hydro scheme on the Cunene river falls during the dry season; to act as an emergency standby supply to the Windhoek thermal station; to protect electrical supplies from failures in the transmission lines feeding Walvis Bay and Windhoek.

The order has been placed by the Electricity Supply Commission of South Africa on behalf of the South West Africa Water & Electricity Corporation (Pty) Ltd., through Hawker Siddeley Electric Africa, which is the main contractor responsible for supply, erection and commissioning.

This order will bring to more than 60 MW the total output of K Major generating sets in Southern Africa. All four engines will be despatched from the Mirrlees Blackstone factory at Stockport during the latter half of 1975.

Paris centre buys protection from British contractors

A contract worth around £1 million, for the supply and application of fire protection to the structural components of the Beaubourg Centre, Paris, has been awarded to Cape Contracts Ltd., part of the Cape Industries Group. This prestige building, being erected in Les Halles district of Paris, will be a centre for information services, entertainment and creative activities.

The contract was awarded to Cape Contracts after many months of research, develment and testing in the UK and France to establish a system giving two hours fire protection in accordance with BS 476, design temperature 450°C., without impairing the architectural features of the structure. Ultimately, a basic system incorporating specially developed high density low resin Rocksil mineral wool sections, Mandolite vermiculite/cement spray and stainless steel sheeting, was approved by the French authorities.

The design commission for the Beaubourg Centre was awarded to an Anglo-Italian partnership of architects, Piano + Rogers, which won an international contest from the 681 entries submitted, it is reported. Piano + Rogers' winning entry embodies a contemporary style of architecture, with its visible steel structure, glass walls, terraces, lifts and escalators on the outside of the building. Each of the six storeys above ground will contain an area 46 m. wide by 137 m. long without a single internal column.

Algeria orders tools for training

Herbert Small Tools and Equipment Ltd., Coventry, has recently received a £150,000 order for tools and equipment for use in a further education establishment for adults in Algeria.

The equipment, which includes milling, cutters, drills, taps, dies, measuring equipment and carbide tooling, will be installed on UK-built machine tools used for training machine operators and fitters.

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Trade Information

A real desire to develop two-way trade and co-operation between Great Britain and the German Democratic Republic

– Eric Deakins in Leipzig

This report on the press conference at the end of the official visit to the German Democratic Republic was written in Leipzig by Trade and Industry's DEREK TODD. For his survey of the eight-day international Leipzig Autumn Fair which ended on Sunday turn to page 538.

The first British Minister ever to visit the German Democratic Republic (DDR), Eric Deakins, Parliamentary Under-Secretary of State for Trade, gave an important press conference, on the development of economic, industrial, scientific and technological co-operation between our two nations, at the close of his tour of the Leipzig Autumn Fair.

Mr. Deakins, who was in Leipzig and Berlin, 30 August-4 September, had talks with DDR Minister for Foreign Trade Horst Sölle and State Secretary in the Ministry for Foreign Trade Gerhard Beil, as well as with other senior Ministers and officials.

The Minister made extensive tours of the displays of British exhibitors and those of other countries, both in the Fairgrounds (capital goods) and in the city centre (consumer goods) during the international *Herbstmesse* in Leipzig.

His news conference in the Fair's press centre within the Karl Marx University complex – where he was accompanied by Miss Margaret Terry of the Department of Trade's Commercial Relations and Exports Division; H. B. Curtis Keeble, British Ambassador to the DDR; Commercial Counsellor J. E. Reeve; and Embassy Head of Information Kenneth Duke – was attended by some 40 representatives of newspapers and other publications, radio and television.

The Minister stated: 'I was very delighted to be able to accept the kind invitation of Staatssekr Beil to visit the DDR at the time of the Leipzig Fair. As you know, mine is the first visit to the DDR not only by a British Trade Minister but by a British Minister of any kind. I hope my visit will serve to demonstrate the very genuine interest of the British Government in strengthening its relations with the DDR in all fields.

'My Government has a real desire to develop two-way trade and co-operation between our two countries. Our trade in recent years has been at absurdly low levels for two great industrial countries. We have demonstrated our conviction that much better results could be achieved by concluding, very quickly after the establishment of diplomatic relations, the Ten-Year Agreement for Economic, Industrial, Scientific and Technological Co-operation and by building up an effective Commercial Department in our Embassy in Berlin.

'The programme for my visit, for which I am most indebted to Staatssekr Beil, was exceptionally well designed to enable

Eric Deakins, Parliamentary Under-Secretary of State for Trade, toured the stands of British firms and those of other nations at the Leipzig Autumn Fair during his visit to the German Democratic Republic (DDR). Here, Mr. Deakins (second from the right) hears about a United Kingdom exhibit from Dunlop's John Reid (on his left). On the Minister's right is the British Ambassador to the DDR, H. B. Curtis Keeble, while on the extreme left is Commercial Counsellor Jimmy Reeve.

me to assess the prospects for further development of our trade and economic relations. I have met many representatives of the British companies represented at the Leipzig Fair. I have also had useful discussions with Minister Sölle, with Staatssekr Beil and with Ministers at the Ministries for Electrical Engineering and Electronics; for Tools and Processing Machinery; for the Chemical Industry; and for Science and Technology. I have also met the Presidents of the State Bank and of the Foreign Trade Bank.

'These exchanges at Ministerial level are, however, only a beginning. Actual business can only be done by the businessmen on both sides. We now need to see many more discussions between the technical experts and businessmen from our two countries which will enable them to identify specific possibilities for increased trade and co-operation. We in the Department of Trade are anxious to increase the opportunities for such discussions and to this end have officially invited the appropriate DDR authorities to send expert missions to the United Kingdom in the fields of Scientific Instrumentation and Hospital Equipment. The DDR for their part have welcomed the idea of a machine tool delegation from the United Kingdom. These are some of the fields where we believe there are good prospects for more co-operation and trade between our two countries, on the basis of the mutual commercial advantage of both parties. During the course of my stay I was invited to visit the Carl Zeiss plant at Jena. I was most grateful to the management for giving me and my colleagues so much of their valuable time and attention. I was very deeply and sincerely impressed by the exceptionally high standards and advanced technologies of the work at Jena.

'An increase in trade and co-operation can only be brought about if a much wider range of British companies come into the market. Since the normalisation of relations and the conclusion of the Ten-Year Agreement there has been a clear indication of the growing interest of British industry in the DDR. Already at this Autumn Fair there is a joint venture by the British Plastics Federation, officially sponsored by the British Overseas Trade Board. This includes a number of British companies which have had no previous experience in the DDR market. We in the Department of Trade are determined to do all in our power to encourage further interest on the part of British companies. To help us in our efforts we need more information about the requirements of the DDR and better contacts at all levels.

'One of the best ways in which to achieve an expansion of trade in both directions is to provide opportunities for the technical experts on both sides to get together to discuss their requirements...

'We are particularly looking forward to the first meeting of the Joint Commission in London in November. We understand that the DDR delegation will include representatives of some of the industrial sectors where there are good opportunities for increased trade and co-operation between us. This will help us to give practical effect to the objectives of our Ten-Year Agreement.

'I am well aware that the activities of our two Governments would achieve nothing without the active support not only of the individual firms and enterprises on both sides but also of the representative trade bodies. I was delighted to meet representatives of your Chamber of Foreign Trade and to hear of the long-established links between them and the London and Birmingham Chambers of Commerce and Industry...

'The dramatic increase in our trade figures this year clearly reflects the possibilities. Even after allowing for increased prices, the scale of the increase proves that there has also been a real increase in the volume of two-way trade. My discussions here have been constructive and successful and I am confident that our two-way trade will continue to increase rapidly...' – **Derek Todd.**

Applications for temporary exemption from import duty

The Department of Trade is considering applications for the temporary exemption from import duty of the material listed below on the grounds that this material is not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for this material, or who are interested in its future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the material is specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by 26 September 1974.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
39.03	Cellulose acetate, where the weight of the acetyl content, calculated as acetic acid, is less than 60% of the weight of the cellulose acetate, not being cellulose acetate plasticised or otherwise compounded	Cellulose acetate	31 December 1974	14824

ECGD news

Dubai: £14 million guaranteed for cement works

The Export Credits Guarantee Department is to guarantee a £14 million loan which Lloyds Bank Ltd. has made available to the ruler of Dubai for use in the construction of a new cement plant. The contract, worth £26 million has been awarded to Costain Civil Engineering Ltd. The plant, which will be the largest in the Gulf, will come into commission early in 1978. It will have an output of 500,000 tons a year.

The repayment of the loan will be over a period of five years from commissioning.

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Norway: £7.2 million for bulk carrier

The ECGD has guaranteed a loan of £7.2 million towards the purchase of a 117,800-ton dw. diesel bulk carrier by Sameiet M/S Byggenr 1700 Harland and Wolff, Norway. The vessel will be managed by Mr. Arnt. J. Morland of Arendal, Norway, and is being built by Harland and Wolff Ltd. at its Shipbuilding and Engineering Works, Queens Island, Belfast and is scheduled for delivery in September 1975.

The loan which was negotiated by Hambros Bank Ltd. on behalf of Midland Bank Ltd., is repayable over a period of eight years from delivery of the vessel.

Kenya: multi-million loan for power station

ECGD is guaranteeing a loan of £2.96 million from Williams and Glyn's Bank Ltd. for extensions to the Kipevic power station in Kenya. The loan will be made to the East African Power and Lighting Co. Ltd. The contract, awarded to GEC Turbine Generators Ltd., includes the supply and erection of a 33-megaWatt turbine generator supplied by the company's steam turbine division in Manchester. The project will be controlled from the company's headquarters in Rugby.

Korea: water supply project

The Ministry of Construction of the Republic of Korea is interested in extending the water supply facilities for Inchon and Daejeon cities. The project includes a booster pumping station, water treatment plant, and transmission and distribution pipe lines, etc., to be constructed over the period of 1974-77. It is estimated that foreign funds to the extent of US$6.5 million will be required as a loan in addition to local costs estimated at US$11.5 million.

Interested companies should write without delay to Mr. Yong Chol Shin, Chief of Water Works and Sewage Division, Ministry of Construction, Unified Government Building, Sejong-ro, Seoul, Korea, with copy of their correspondence to Commercial Department, British Embassy, 4 Jong-dong, Sodaimoon-ku, Seoul.

A booklet on the project is available for inspection or on loan. **EIS ext. 7016/7/25**

Assay and hallmarking: Customs responsibility to end

HM Customs and Excise currently have the responsibility for ensuring that articles of precious metal imported for sale are properly assayed and hallmarked before clearance from Customs charge. As from 1 January 1975 this responsibility will cease, although there will still be an obligation on traders to ensure that articles are assayed and struck with approved hallmarks if the articles are to be described as being wholly or partly made of gold, silver or platinum.

Articles temporarily imported for assay or hallmarking and subsequently exported will generally be dealt with under the existing arrangements for articles imported for process.

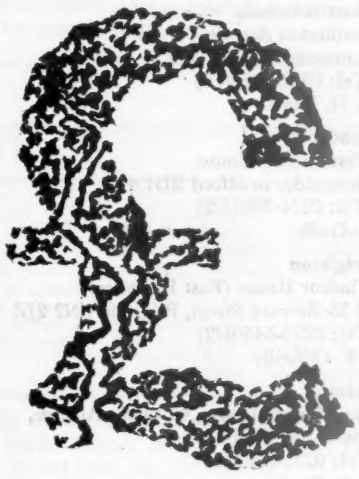
Weights and Measures Act 1963: dual metric – imperial capacity measures

Statutory Instrument 1974 No. 1326 came into operation on 30 August 1974 and amends the Weights and Measures Regulations 1963. Capacity measures marked with values in imperial and metric measurement units can now be passed as fit for use for trade and stamped if they are made in accordance with a pattern or modified pattern in respect of which a certificate of approval or an authorisation granted under Section 12 of the Weights and Measures Act 1963 is in force.

Conference

Economics of Corrosion Control

York
1-3 Nov
1974



£300 million could be saved annually if existing corrosion and protection technology were more widely applied in industry.

Corrosion exempts no section of industry from: downtime, loss of material, damage to product and plant, and subsequent loss of goodwill.

It costs money when corrosion failures occur, it costs money to repair the damage, and to replace faulty products.

If you are interested in reducing costs attributable to corrosion, come to York in November and hear how other people identify their losses and solve their problems.

For further information and Conference leaflet contact:

The Institution of Metallurgists
Northway House,
High Road,
Whetstone,
London, N20 9LW Telephone: 01-446 2251

Organised by the Institution of Metallurgists in association with the Department of Industry and the Institution of Corrosion Technology.

Official Receivers' offices

Official Receivers are responsible for the administration of cases in bankruptcy and compulsory liquidation. Inquiries should be addressed to the nearest Official Receiver

High Court of Justice
Senior Official Receiver: A. T. Cheek

Bankruptcy
Thomas More Building, Royal Courts of Justice, Strand, London WC2A 2JY (Tel: 01-405 7641)
Official Receivers: R. B. Howard; J. Tye

Companies Winding-up
Inveresk House, 346 Strand, London WC2R 0HJ (Tel: 01-836 7733)
Official Receivers: L. R. Bates; N. Saddler; D. A. Williams

Birmingham
Commercial Union House, Martineau Square, Birmingham B2 4UP (Tel: 021-236 8831/7)
A. D. Gwyther; J. F. Hirst

Bournemouth
Burlington Arcade, Bournemouth BH1 2JS (Tel: 0202-28208/9)
A. H. Horler

Bradford
West Riding House, Cheapside, Bradford BD1 4LJ (Tel: 0274-33651/2)
V. Duffy

Brighton
Windsor House (East Entrance), 30-35 Edward Street, Brighton BN2 2JZ (Tel: 0273-64301/2)
J. F. O'Reilly

Bristol
Sun Alliance House, 4 Colston Avenue, Bristol BS1 4BN (Tel: 0272-290268)
D. S. Clackett

Cambridge
49 Bateman Street, Cambridge CB2 1LT (Tel: 0223-53930 and 59646)
R. F. Savage

Canterbury
Lombard House, 12-17 Upper Bridge Street, Canterbury (Tel: 0227-62070 and 65037)
A. R. Haigh

Cardiff
3rd Floor, Hayes House, The Hayes, Cardiff CF1 2UG (Tel: 0222-30575)
B. J. Longley

Chester
Dee Hills Park, Chester CH3 5AR (Tel: 0244-21471/2)
K. Matthewson

Croydon
Park House, 22 Park Street, Croydon CR9 1TX (Tel: 01-681 2633)
R. A. D. Copper

Exeter
Eastgate House, High Street, Exeter EX4 3JU (Tel: 0392-55445)
A. J. Seldon

Gloucester
Grosvenor House, Station Road, Gloucester GL1 1ST (Tel: 0452-21658/9)
H. W. Kirkwood

Hull
Beverley House, St. Stephen's Square, Hull HU1 3XF (Tel: 0482-23720 and 23729)
J. E. Friend

Ipswich
St. Clare House, Greyfriars, Ipswich IP1 1LX (Tel: 0473-56731)
T. A. Tuck

Leeds
Pearl Chambers, East Parade, Leeds LS1 5BX (Tel: 0532-28011/2)
W. A. Bishop

Leicester
Prospect House, 94 Regent Road, Leicester LE1 7DE (Tel: 0533-22251/3)
H. Roach

Liverpool
West Africa House, 25 Water Street, Liverpool L2 0RQ (Tel: 051-236 8397/8)
R. W. F. Pagan

Manchester
Townbury House, 11 Blackfriars Street, Salford M3 5AB (Tel: 061-832 2471)
K. A. Miller; A. N. Percy

Newcastle upon Tyne
3rd Floor, 4 St. Nicholas Buildings, St. Nicholas Street, Newcastle upon Tyne NE1 1RF (Tel: 0632-21104/5)
F. Durkin

Northampton
6 Cheyne Walk, Northampton NN1 5QA (Tel: 0604-37288/9)
R. F. Savage

Norwich
Davey House, Castle Meadow, Norwich NOR O2D (Tel: 0603-28983/4)
T. A. Tuck

Nottingham
1 Collin Street, Nottingham NG1 7EP (Tel: 0602-51596/8)
W. W. Jordan

Plymouth
63 New George Street, Plymouth PL1 1RD (Tel: 0752-68554)
A. J. Seldon

Reading
PO Box No. 40, Somerset House, 3 Blagrave Street, Reading RG1 1QE (Tel: 0734-581931/5)
R. G. Goddard

Rochester
Gordon House, Star Hill, Rochester (Tel: 0634-42603 and 46906)
A. R. Haigh

St. Annes
Petros House, St. Andrews Road North, Lytham St. Annes FY8 2JD (Tel: 039-15-21271)
M. Clark

Sheffield
8/12 Furnival Gate, The Moor, Sheffield S1 4QN (Tel: 0742-26691/3)
T. Wilks

Southampton
21 London Road, Southampton SO9 1NQ (Tel: 0703-23348/9 and 23340)
A. H. Horler

Southend
2nd Floor, Colman House, Victoria Avenue, Southend-on-Sea SS2 6EF (Tel: 0702-41316/7)
F. L. Sage

Stockton
4 Bridge Road, Stockton-on-Tees, Teesside TS18 3BP (Tel: 0642-65598/9)
F. Durkin

Stoke
London House, Hide Street, Stoke-on-Trent ST4 1QN (Tel: 0782-45256/8)
A. K. Sales

Swansea
5th Floor, Sun Alliance Building, 166/167 Helens Road, Swansea SA1 5DL (Tel: 0792-42861)
P. W. Nunn

Watford
40 Clarendon Road, Watford WD1 1HJ (Tel: 0923-44288)
F. L. Sage

Tariff and Trade Notices

France

Global quotas

The French *Journal Officiel* of 25 August 1974, announced the opening for the second half of 1974 of the following quotas for the importation of goods from all countries outside the Franc Zone, and excluding Rhodesia.

Applications for import licences on form AC should be sent to the Direction Générale des Douanes et Droits Indirects (Division E), 8 rue de la Tour des Dames, 75436 Paris CEDEX 09. Application forms must bear in the appropriate place the inscription 'Contingents globaux – Avis du 25 Aout, 1974 No. de Code . . .'

Products to be imported under licences for which applications are examined as and when received

Quota code no.	Tariff no.	Product
0261	02.01 ex B II ex d (1)	Offal, of sheep
093	ex 07.01	Fresh vegetables not falling within standards and intended for industry
11	07.04 ex C	Dried, dehydrated or evaporated vegetables
101	08.01 ex B	Dried bananas
113	ex Chap 20	Preparations of vegetables, fruit or other plants and parts of plants
DA	miscellaneous (2)	Various agricultural products with the exception of those imported under the minimum price arrangement
DPM	miscellaneous (2)	Various sea fishing products
226	27.11 ex B	Petroleum gases and other gaseous hydrocarbons in containers
25	73.02 A II, C ,D, E, ex G, 81.04 K	Ferro-alloys, metals and scrap of non-ferrous metals
25 bis	76.01	Unwrought aluminium; aluminium waste and scrap
SMC	miscellaneous (2)	Various products imported under the authority of the Service des Metaux, Minerais et Materiaux de Construction de la Direction des Mines
31	73.01 ex B	Charcoal iron
DMI	miscellaneous (2)	Various products of the metallurgical industry other than ECSC products
424	Chap 91	Clocks and watches and parts thereof
463	85.21 D ex E	Diodes, transistors and similar mounted devices incorporating semi-conductors, electronic micro-structures. Parts
DME	miscellaneous (2)	Various mechanical and electrical equipment
47	miscellaneous (2)	Various aeronautical equipment
48	89.01 B I, ex 89.02	Sea-going vessels and tugs
51	miscellaneous (2)	Sundry raw materials and miscellaneous products for the chemical industry
DICTD	miscellaneous (2)	Various products under the authority of the Direction des industries chimiques textiles et diverses

(1) Imports of the products listed under code no. 0261 are reserved for importers who have contracts with FORMA (Fonds d'Orientation et de Régularisation des Marchés Agricoles).

(2) Importers must specify on their licence applications the customs tariff no. of the goods. For quota DA they should refer to the notice of 26 January 1963 which laid down the rules to be followed in making import licence applications in respect of certain agricultural food products.

Products to be imported by associations or similar organisations

Quota code no.	Tariff no.	Product
770	48.01 A	Newsprint – Société Professionnelle des Papiers de Presse, 8 rue Yvon Villarceau, Paris 16e

Inquiries relating to this Notice should be addressed to OTAR Section, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 423/408/482). Copies of the French text can be sent on request or seen at Export House.

EDB ext. 423/408/482

Imports of potatoes: minimum price procedure

The French *Journal Officiel* of 22 August 1974, announced that potatoes (tariff no. 07.01 A III b) imported from member countries of the EEC and Greece may be admitted under the minimum price procedure until the end of 1974.

Tariff no.	Product	Reference product	Minimum price per 100 kg. (in francs)	Period of application
Price recorded at market of Arras (in sacs of 50 kg.)				
07.01 A III b	Potatoes other than early or seed potatoes and not imported for the manufacture of starch	Bintje	0.30	August
		Minimum riddle 35 mm.	0.30	September
			0.30	October
			0.31	November
			0.32	December

Inquiries relating to this notice should be addressed to OTAR Section, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 423/408/482).

EDB ext. 423/408/482

Exchange control regulations

Amendments to French exchange control regulations governing direct investment transactions into and out of France came into force on 17 August 1974 on publication in the *Journal Officiel*. The main points of these measures are set out below.

Outward investment. French firms proposing to make direct investments (or dis-investments) abroad no longer need prior authority for projects of up to an annual maximum value of 1 million francs although a declaration a posteriori will be required. Total investment by French interests in any one foreign firm exceeding 1 million francs still requires prior authorisation.

Inward investment. The revised rules covering inward investment fall into two categories:

investment in French companies already under foreign control, and companies which are not under foreign control.

In the case of investment in a French company under foreign control the following transactions up to an annual ceiling of 2 million francs may be carried out without any need for prior authority:

increase in the capital of such firms provided that they do not involve any increase in the proportion of equity held by non-residents and where payments made are financed entirely by foreign exchange transfers either through the foreign exchange market or out of an external franc account;

increases in the provision of funds for branches or other establishments in France belonging to non-resident firms, the creation of which has already been authorised provided these transactions are carried out through the foreign exchange market;

loans raised by foreign controlled French firms from their non-resident shareholders (or foreign firms belonging to the same group

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, 1 Victoria Street, London SW1H 0ET (tel: 01-222 7877); and Export Data Branch (EDB), Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

or establishments in France consisting of foreign firms) provided that the finance is raised on the foreign exchange market and that the repayment dates are at least one year apart, and that the interest rate does not exceed normal market conditions;

guarantees issued to the benefit of a French foreign controlled firm by non-resident firms which control it either directly or indirectly, in relation to loans raised by the French firm when these are denominated in foreign currency.

In the case of inward investment involving the purchase of certain specified types of French firms not under foreign control where such firms are going to be operated personally by the purchasers, prior declaration and authorisation requirements are abolished for transactions below an annual maximum ceiling of 1 million francs, provided that the transaction is carried out through the foreign exchange markets.

Copies of the full French text of the measures can be sent on request or seen at Export House. **EDB ext. 423/408/482**

Switzerland

Textile products: care labelling

British manufacturers and exporters of textile goods are advised that all major textile and garment concerns in Switzerland now label their goods in accordance with the international textile care labelling symbols.

The use of these symbols, although not mandatory, has grown to such proportions that goods failing to display such labels may be rejected by the consumer. The Home Laundering Consultative Council have recently published a booklet entitled 'International Textile Care Labelling Code – Conditions of Use' which provides advice on standard forms of care for the majority of fibres and finishes in current use. Single copies of the booklet may be obtained free of charge from the Home Laundering Consultative Council, 41/42 Dover Street, London W1X 4DS (tel. 01-493 7446). Additional copies or bulk supplies are available price 10p each.

EDB ext. 460/461

Sweden

Almond paste and marzipan

Sweden has announced that new food standards will be coming into force on 1 October 1974 for almond paste and marzipan. A supplement to the marketing regulations for foodstuffs containing sugar has also been issued.

Copies of an unofficial translation of these regulations are available to British exporters. **EDB ext. 458/459**

Portugal

Plastic sheets: drawback of import duty

Trade and Industry, 1 March 1973, published details of Order 79/73 which authorised the import under drawback of sheets of artificial plastic material weighing more than 160 g. per sq. m. (classified under BN 39.02.11 of the import tariff) for the manufacture of watch bracelets for export. The provisions of this law have been extended by Order 454/74 of 10 July 1974, for a period of one year.

EDB ext. 460/461

Spain

Tubes and pipes: duty-free import quotas

The Spanish *State Gazette*, 24 August 1974, announced a duty-free quota of 5,000 tonnes of tubes and pipes of cast iron, of special characteristics for use in the ducting of low pressure gas, tariff heading 73.17, valid until 31 December 1974. **EDB ext. 462/471/472/473**

Tinplate: duty-free import quotas

In *Trade and Industry*, 29 August 1974 (page 443), notice was given of duty-free import quotas valid until 31 December 1974. In the Spanish *State Gazette*, 24 August 1974, the Spanish authorities announced the inclusion of the following tariff subheadings in the duty-free quota of tinplate; the validity periods and the amounts of quota remain the same.

Tariff no.	Description
ex 73.12.D.1 ex 73.13.D.3.a ex 73.13.D.3.c	Tinplate: hoop and strip chromium plated with a minimum width of 457 mm.
ex 73.12.C.4 ex 73.13.D.2.d	Black hoop and strip with a minimum width of 457 mm. and a thickness of 0.4 mm – chromium plated

EDB ext. 462/471/472/473

Paper making machines: joint assembly

Notice was given in *Trade and Industry*, 29 June 1972 (page 593), of approval under the special system of joint assembly of a pro-forma resolution for the manufacture of paper making machines with a width of at least 6 m. and a speed of 900 m. per minute, tariff heading 84.31.A, valid until 12 June 1974. The Spanish *State Gazette*, 24 August, announced the extension of the period of validity until 12 June 1976 and reduced from 65 to 50 per cent the imported content authorised. **EDB ext. 462/471/472/473**

Fish, crustaceans and molluscs: customs tariff modifications

The Spanish *State Gazette*, 24 August 1974, announced modifications to the text of tariff subheading 03.03.A. It should now read: crustaceans and molluscs for breeding or semi-breeding. The relevant authority will have to issue a certificate guaranteeing that goods imported under above tariff subheading fulfil the requirements for breeding or semi-breeding. **EDB ext. 462/471/472/473**

Tube and pipe fittings: customs tariff modifications

The Spanish *State Gazette*, 24 August 1974, announced modifications to tariff subheading 73.20.A, as follows:

Tariff no.		Description	Import duty
73.20		Tubes and pipe fittings (for example, joints, elbows, union and flanges) of iron or steel:	
	A	Of cast iron	1%
	1	Nodular	1%
	2	Other	12%

EDB ext. 462/471/472/473

Malta

Soft toys made of fabric: import licensing

The Malta *Government Gazette*, 20 August 1974, announced that with immediate effect the importation of soft toys made of fabric have been placed under import licensing control. **EDB ext. 471/472/473/462**

Israel

Ban on hard detergents

The Israeli Ministry of Agriculture has issued the 'Water (Prohibition of Hard Detergents) Regulations 1974' which prohibit the production, importation, distribution and marketing of hard detergents in preparations used for washing or cleaning.

This ban does not apply to products or preparations intended for export.

Copies of these regulations, which will come into force eight months after 12 July 1974, are available to British exporters on request. **EDB ext. 420/475**

Name and address with cable

British firms cabling an overseas organisation for the first time should ensure that they include their name and full postal address. There is no comprehensive directory of cable addresses, and commercial departments in British embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Tariff amendments

The Israeli authorities have issued the following amendments to the customs tariff:

Item no.	Description	Rate of duty
03.02	After paragraph 9929 shall be inserted:	
9930	Dried fish crumbs:	
9931	If released before 1.4.75	Exempt
9939	Other	IL0.40 per kg.
09.02.9991	'IL0.40 plus 25%' is superseded by	20% *ad. val.*
10.06.9910	'Exempt' is superseded by	25% *ad. val.*
21.02.1000	'IL12.00 plus 10%' is superseded by	IL4.00 per gross kg. plus 10% *ad. val.*
29.16	Section 2000 is superseded by:	
2000	Citric acid and salts thereof	IL0.10 per kg. plus 10% *ad. val.*
39.01.7090 39.02.4590 39.07.1390 40.10.9900	On these items the rate of duty of 37.5% is superseded by	30% *ad val.*
44.15.2010	'Released before 1.10.74' is superseded by 'Released before 1.9.74'	
	Item 44.24 is superseded by:	
44.24	Household utensils of wood:	
1000	Wooden pegs for hanging washing	45% *ad val.*
9900	Other	32.5% *ad val.*
84.59	After section 6000 shall be inserted:	
5000	Appliances for the separation and crushing of garbage of a weight each of 1,000 kg. or more	Exempt
85.15.4013 4014 4041	In these paragraphs, '12 in.' is superseded by '33 cm.'	
85.20	Subsection 2020 is superseded by:	
2020	Fluorescent:	
2022	Of which no dimension exceeds 10 cm.	30% *ad val.*
2023	Other, if released before 1.4.75	IL0.36 each plus 30% *ad val.*
2029	Other	30% *ad val.*
90.02	Subsection 9920 is superseded by:	
9920	Lenses	20% *ad val.*
90.08	Subsection 1090 is superseded by:	
1090	Other	25% *ad val.*
98.05.5000	'IL0.16 plus 15%' is superceded by:	IL0.12 each plus 15% *ad val.*
	Subsection 9900 is superseded by:	
9900	Other:	
9910	If released before 1.4.75	20% *ad val.* but not less than IL0.04 per unit
9990	Other	20% *ad val.* but not less than IL0.02 each
40.14.1010 42.04.9910 68.16.3000 70.21.1000 96.02.1091	In these items, 25% is superseded by	35% *ad val.*

EDB ext. 420/475

Purchase tax amendments

The Israeli authorities have issued amendments to the Purchase Tax Order which affect the following items:

Laminated plates made of phenolic or aminoplastic resin impregnated layers;

Cinematograph cameras for film of less than 16 mm.;

Inlaid lenses for apparatus or instruments having two or more optical units;

Solid chocolate, including filled or coated chocolate, other articles of food chocolate-coated; other sweets;

Iron and steel bars, rods and wire.

British exporters with inquiries should specify the items in which they are interested. **EDB ext. 420/475**

Import deposit scheme

Details of the reintroduction of an import deposit scheme were announced in *Trade and Industry*, 6 June 1974. The Israeli authorities have since issued an amendment to the Imports of Goods Regulations (Deposits) Order exempting from the import deposits scheme goods where the customs duty leviable is less than 60 per cent of their value (the 35 per cent temporary import duty surcharge is included for the purpose of this calculation). **EDB ext. 420/475**

Portland cement: standard

The Standards Institution of Israel has issued Standard No. 1 on normal Portland cement. It was declared official on 8 August 1974 and compliance with it will become compulsory 60 days from that date.

The Standards Institution of Israel issues an English translation of this standard and copies may be obtained from British Standards Institution Library, 2 Park Street, London W1A 2BS (tel. 01-629 9000, telex 266933). British exporters requiring technical advice are advised to contact Technical Help to Exporters, British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts HP2 4SQ (tel. 0442 3111, telex 82424). **EDB ext. 420/475**

Ghana

Registration of commercial importers

The following Notices to Importers, numbers 416 and 418, were published in the Ghana *Commercial and Industrial Bulletins* of 2 and 23 August 1974.

Notice to Importers 416

1 FIRST REGISTRATION

It is announced by the Commissioner for Trade for the information of the general public that traders who wish to register as Commercial Importers are requested to submit their applications on the attached prescribed form to reach the Principal Secretary, Ministry of Trade and Tourism, PO Box M47, Accra, not later than 15 September, 1974.

2 The following documents should be attached to the completed application form:
- a Copy of the Registrar-General's Certificate;
- b Copy of Income Tax Clearance Certificate in the name of the registered business, partnership or company;
- c Bank Statement in the name of the registered business, partnership or company;
- d Evidence of Social Security Contribution (if applicable).

3 Applications submitted after the closing date will not be entertained.

2 FOR RENEWED REGISTRATION

Registered importers are reminded that under section 4 (5) of NRCD 260 they are required to submit the following documents for renewals of their registration to the Principal Secretary, Ministry of Trade and Tourism, PO Box M47, Accra, not later than 15 September 1974:

1
- a Copy of Registrar-General's Certificate;
- b Copy of Income Tax Clearance Certificate for the current year in the name of the business, partnership or company;
- c Bank Statement in the name of the business, company or partnership;
- d The value of all goods imported by the importer under Specific Licence during 1974 year;
- e Social Security Clearance Certificate (if applicable).

2 Applications submitted after the closing date will not be entertained.

MINISTRY OF TRADE AND TOURISM
APPLICATION FOR REGISTRATION AS A COMMERCIAL IMPORTER

1 Name of business .....

2 Postal address .....

3 Location of business premises.....
(*Describe fully by indicating street, house no. and nearest landmark*)

4 Nature of business:
- a Wholesale
- b Retail
- c Wholesale and retail

5 Number of branches (with addresses) .....

.....

6 Names and nationalities of owners .....

.....

7 State whether business is registered under:
- a Companies Code, 1963 (Act 179)
- b Incorporated Private Partnerships Act, 1962 (Act 152)
- c Registration of Business Names Act, 1962 (Act 151)

8 Business registration number with the Registrar-General .....

9 Ownership of business:
- a Fully Ghanaian owned .....
- b Partly Ghanaian owned or fully foreign owned .....

10 Total Investment in the business at the time of application C .....
(*attach documentary evidence and indicate the source: local or foreign*)

11 State main lines of business, eg hardware, etc. .....

.....
(*in order of importance to applicant*)

12 Name and address of bankers .....

.....

....
Date *Signature of applicant*

CRE Commercial Relations and Exports Divisions
Department of Trade
1 Victoria Street, London SW1H 0ET
Tel. 01-222 7877

EDB Export Data Branch, Export Services Division
Department of Trade
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757

Notice to Importers No. 418

The Ministry of Trade and Tourism wishes to inform importers who were registered from 1 January 1974 up to 30 June, this year and who have already paid the fee of C50.00 that they should not apply again to be registered nor should they submit any documents or any other particulars for renewal of their registration.

This does not apply to importers who were registered before January, this year; they are required to submit documents for the renewal of their registration to the Senior Principal Secretary, Ministry of Trade and Tourism in accordance with the Notice to Importers No. 416 of 2 August 1974.

EDB ext. 473/472/471/462

Imports and Exports (Amendment) Decree 1974

Notification was given in *Trade and Industry*, 18 July 1974 (page 133), of the Imports and Exports Decree 1974 (NRCD 260). NRCD 272 published in the *Ghana Gazette*, 23 August 1974, amends the decree as follows:

1 For section 2 of the Imports and Exports Decree, 1974 (NRCD 260) there is hereby substituted the following:

'2 The Commissioner may issue the following import licences to importers under this Decree:

a Specific Licence which shall permit an importer to order and to bring into Ghana any goods specified in the Specific Licence;

b such other forms of import licence as the Commissioner may prescribe by regulations made under this Decree.'

2 Section 3 of the Imports and Exports Decree, 1974 (NRCD 260) is hereby repealed.

3 For subsection (5) of section 6 of the Imports and Exports Decree, 1974 (NRCD 260) there is hereby substituted the following:

'(5) Any dispute as to whether any fees are payable in respect of any goods, or as to the rate or amount payable in respect of any goods, shall be determined by the Commissioner responsible for Finance.'

4 For subsection (5) of section 16 of the Imports and Exports Decree, 1974 (NRCD 260) there is hereby substituted the following:

'(5) The Exchange Control Form A2 shall be issued by the Bank of Ghana and any commercial bank in Ghana and it shall be the duty of the issuing bank before endorsing the form to ensure that it is duly completed.'

5 This Decree shall come into force on 23 August 1974.

EDB ext. 473/472/471/462

Imports and Exports (Fees) (Amendment) Regulations 1974

Notification was given in *Trade and Industry*, 25 July 1974 (page 185), of the Imports and Exports (Fees) Regulations 1974 (LI 929). LI 968 published in the *Ghana Gazette* of 23 August 1974 gives the following amendments:

1 The First Schedule to the Imports and Exports (Fees) Regulations, 1974 (LI 929) is hereby amended:

a in Part III thereof, by the substitution, for the words '10 *per centum*' of the words '15 *per centum*';

b in Part IV thereof, by the revocation of all entries under Statistical Numbers 652 and 653;

c by the insertion immediately after Part V thereof of the following new Part:

Part VI

GOODS ATTRACTING 50 *PER CENTUM* LEVY ON THE IMPORT LICENCE

Statistical no.	Tariff no.	Description
652-110	55.07/09B	Cotton gauze unbleached
652-120	55.07/09A	Terry fabrics of cotton, unbleached
652-130	55.07/09B	Other cotton fabrics, woven, unbleached
652-210	55.07/09B	Cotton gauze, bleached, dyed or colour woven, etc.
652-220	55.07/09A	Terry fabrics of cotton, bleached, dyed or colour woven or printed
652-230	58.04	Pile and chenille fabrics of cotton
652-291	55.07/09B	Woven cotton fabrics, nes, white or bleached
652-292	55.07/09B	Woven cotton fabrics, nes, printed
652-293	55.07/09B	Woven cotton fabrics, nes, piece dyed
652-299	55.07/09B	Woven cotton, nes, fabrics colour woven
653-002	56.07	Kente cloth of man-made fibres, spun, nes
653-003	58.04	Pile and chenille fabrics of man-made fibres, spun
653-004	56.07	White or unbleached fabrics of man-made fibres, spun
653-005	56.07	Printed fabrics of man-made fibres, spun
653-006	56.07	Piece-dyed fabrics of man-made fibres, spun
653-007	56.07	Colour woven fabrics of man-made fibres, spun
653-008	56.07	Suitings of man-made fibres, spun of a width of 50 in. and above weighing between 6 oz. and 13 oz. to the linear yard
653-010	51.04	Kente cloth of man-made fibres, continuous, nes
653-011	58.04	Pile and chenille fabrics of man-made fibres, continuous
653-012	51.04	White or unbleached fabrics of man-made fibres, continuous
653-013	51.04	Printed fabrics of man-made fibres, continuous
653-014	51.04	Piece-dyed fabrics of man-made fibres, continuous
653-015	51.04	Colour woven fabrics of man-made fibres, continuous
653-016	51.04	Suiting of man-made fibres, continuous, of a width of 50 in. and above weighing between 6 oz. and 13 oz. to the linear yard
653-130	58.04	Pile and chenille fabrics of silk
653-190	50.09/10	Other woven silk fabrics
653-210	53.11/13	Fabrics, woven, of wool or of fine animal hair other than pile or chenille fabrics
653-220	58.04	Pile and chenille fabrics of wool or fine animal hair
653-310	54.05	Fabrics, woven, of flax (linen) or ramie
653-320	57.09/12	Woven fabrics of true hemp
653-400	57.09/12	Fabrics of jute
653-710	60.01	Interlock fabrics of cotton
653-720	60.01	Interlock fabrics of man-made fibres
653-790	60.01	Other knitted fabrics of man-made fibres
653-910	52.02	Fabrics, woven, of metal thread, or of metallised yarn of a kind used in articles of apparel, etc.
653-960	58.04	Pile and chenille fabrics, nes
653-970	53.11/13	Woven fabrics of coarse animal hair and of horse hair

2 These Regulations shall come into force on 23 August 1974.

EDB ext. 473/472/471/462

Registered trade marks

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Motor vehicles: import prohibitions

Legal Instrument 963 published in the *Ghana Gazette*, 23 August 1974, amends from that date the Customs and Excise Tariff Regulations 1973 as follows:

3 The Sixth Schedule to the Customs and Excise Tariff Regulations, 1973 (LI 838) is hereby amended in Part A thereof, by the substitution for item 12 thereof of the following:

SIXTH SCHEDULE

IMPORT PROHIBITIONS

A Absolute Prohibitions

12 Vehicles used:

i Any used passenger car or estate car falling within Tariff No. 87.02C of more than three years old.

ii All other used motor vehicles falling within Tariff Nos. 87.02 and 87.03, of more than five years old.

EDB ext. 473/472/471/462

Liberia

Customs tariff: clarification

Customs Circular No. 4 (1974) has been received from the Bureau of Customs, Monrovia, as follows:

As a result of difficulty encountered in the interpretation of the 1974 tariff, the Commissioner of Customs wishes to advise that specific tariff items and rates are hereby properly classified and/or interpreted to read as follows:

Tariff item no.	Tariff description of merchandise	Rate of duty	Statistical no.	Unit of quantity
44.15	Plywood, blackboard, laminboard, battenboard, and similar laminated wood products (including veneered panels and sheets), inlaid wood			
	A Hardwood	11%	631.213	sq. ft.
	B Softwood	11%	631.215	sq. ft.
25.15	Mineral chips excluding marble, trovertine and ecaussine	11%	273.120	ton
73.38 76.15	Interpretation: (1974 Tariff Section 73.38 E and 76.15 B which reads 'other builders sanitary wares for indoor use' is interpreted to include buckets, pots, pans – shallow metal ware for eating out of including dishpan – and cups of a type commonly used in Liberia, whether or not enamelled)			
23.10-07	Residues and wastes from the food industry: prepared animal fodder (whole of Chapter 23)	Free	Various	
16.04 B	Sardines in airtight containers	11%	032.011	lb.
16.04 D	Herring in airtight containers (ie tinapa and mackerel)	11%	030.014	lb.
30.03 A-G	Medicaments	Free	541.701-706, 708	*val.*
03.02	Classification – 'Smoked Fish' commonly eaten in Liberia to be classified under 03.02 C	5c per lb.	031.205	lb.

Tariff item no.	Tariff description of merchandise	Rate of duty	Statistical no.	Unit of quantity
55.07	Cotton gauge	6c the sq. yd. or 20% whichever is higher	652.210	sq. yd.
	B Other			
55.08	Terry towelling and similar fabrics, of cotton			
	A Unbleached	15c the sq. yd. or 40% whichever is the higher	652.120	sq. yd.
	B Bleached	15c the sq. yd. or 40% whichever is the higher	652.220	sq. yd.
55.09	Other woven fabrics of cotton, not including cotton gauze (55.07) and terry towelling and terry fabrics (55.08)			
	A Unbleached, not mercerised	6c the sq. yd. or 20% whichever is the higher	652.130	sq. yd.
	B Cotton pile and chenille	6c the sq. yd. or 20% whichever is the higher	652.320	sq. yd.
	C Printed cotton fabrics	6c the sq. yd. or 20% whichever is the higher	652.291	sq. yd.
	E Other	6c the sq. yd. or 20% whichever is the higher	652.293	sq. yd.
51.04	Woven fabrics of man-made fibres (continuous), including woven fabrics of monofil or strip of heading No. 51.01 or 51.02			
	A Of synthetic fibres	15c the sq. yd. or 40% whichever is the higher	653.510	sq. yd.
	B Of regenerated fibres	15c the sq. yd. or 40% whichever is the higher	653.610	sq. yd.

EDB ext. 473/472/471/462

Tanzania

Electronic computers and television sets: amendment to import prohibition order

Tanzanian Government Notice No. 142, 14 June 1974, published in *Trade and Industry*, 11 July 1974, page 82, has been amended by Government Notice 202, 16 August 1974, to the following extent:

By the deletion of the full stop at the end of paragraph 2 and the substitution therefor of a colon and the addition of the following proviso:

Provided that the Minister for Finance may, if he is satisfied that it is in the public interest so to do, by a writing under his hand, authorised the importation of any such goods by the person specified in such writing. **EDB ext. 471/472/473/462**

South Africa

Hydraulic brake and clutch fluid

Government Gazette No. 4359 of 16 August, carries details of proposed amendments to the compulsory standard specification for hydraulic brake and clutch fluid. Objections to the proposed amendments must be made, before 15 October, to the Director General, South African Bureau of Standards, Private Bag X191, Pretoria 0001.

CRE ext. 5274

Mauritius

Port congestion

The Mauritius authorities have introduced the Emergency Powers (Disposal of Imported Goods) Regulations, 1974, with effect from 12 August 1974. These regulations have been introduced in an attempt to overcome a temporary seasonal problem of port congestion.

Copies of the regulations are available from OTAR Section, Export Data Branch, Export House, 50 Ludgate Hill, London EC4M 7HU, tel: 01-248 5757, ext. 471/472/473 and 462.

CRE Commercial Relations and Exports Divisions
Tel. 01-222 7877 (extension at end of each notice)

EDB Export Data Branch, Export Services Division
Tel. 01-248 5757 (extension at end of each notice)

South Vietnam

Non-essential products and commodities: import ban

The Vietnamese Minister for Trade and Industry announced on 22 August 1974, the import suspension of a number of products and commodities regarded as non-essential: BN Chapters 12, 13, 15, 17, 48, 63, 65, 70, 91, 95 are affected by the arrangements. Details are available. **EDB ext. 420/475**

Japan

Carbonated drinks: standards

Further to a notice in *Trade and Industry*, 11 July 1974, an amended unofficial summary of the main points is now available to British exporters on request. This replaces the previous notice.

EDB 420/475

Australia

Machinery parts: safety precautions in Victoria

Section 12 of the Labour and Industry (Amendment) Act 1972, passed by the Legislative Assembly of Victoria, came into effect on 1 August 1974. It gives details of amendments to the Labour and Industry Act 1958, relating to those moving parts, 'of machinery in a factory, driven or intended to be driven by mechanical power (which) shall be, (a) completely encased; or (b) provided with guards so as to prevent, as far as possible, loss of life or bodily injury'. The Act also states that it is an offence to sell or hire machinery not provided with guards. Ref. CRE 35146 **CRE ext. 5318/5319**

New Zealand

Customs tariff inquiries

Prepared driers, etc.

Varnishes, etc., paints, etc.

The New Zealand Minister of Customs asked the Tariff and Development Board to undertake inquiries into the goods listed in the attached Schedules with the objective of providing Government with a basis for restructuring and updating the Tariff to establish, where possible, adequate rates of duty protection on the goods involved.

The attention of interested parties is drawn to the fact that the Board may find it appropriate to comment upon and compare the relative merits of protection by means of tariff rates and import licensing when used jointly or separately.

Public hearings in respect of these goods notified earlier were postponed at the request of parties (see *Trade and Industry*, 23 May 1974, page 416, and 20 June 1974, page 602 respectively). For the purpose of taking evidence the Board will now hold public hearings commencing at the times and on the dates shown below in the Hearing Room, Eighth Floor, Cumberland House, Upper Willis Street, Wellington.

Goods	Time and date of public hearing	Closing date for receipt of representations	Tariff provisions items under reference
Prepared driers of Tariff item 32.11.000; naphthenates and sulphonaphthenates, water insoluble, of Tariff item 38.19.202	10.30 a.m., Tuesday, 15 October 1974	23 September 1974	Refer to Schedule A
Varnishes, etc., paints, etc., of ex Tariff headings 32.09 and 32.10 and composite solvents, etc., of Tariff item 38.18.000	10.30 a.m., Tuesday, 3 December 1974	4 November 1974	Refer to Schedule B

Any person who intends to tender evidence should lodge, in typewritten form, 14 copies of public evidence and 12 copies of confidential evidence, to be presented under oath at the public hearing, no later than the dates shown above, with Mr. F. E. Beaufort, Secretary, Tariff and Development Board, PO Box 27046, Wellington, New Zealand. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 401/468/469). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box 11-363, Wellington, New Zealand, telegraphic address 'Transtrade' tel. Wellington 43-706, and requiring further information should approach the Commercial Relations and Exports Division. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member.

SCHEDULE A

No.	Description	Rates of duty effective on and after 1 July: Year	Normal tariff	British preferential	Other preferential rates of duty
32.11.000	Prepared driers	1974	54%	30%	Aul 27½%
		1975	50½%	32½%	Can 27½%
		1976	47%	35%	CPC 27½%
		1977	40%	40%	
38.19	Chemical products and preparations of the chemical or allied industries (including those consisting of mixtures of natural products), not elsewhere specified or included; residual products of the chemical or allied industries, not elsewhere specified or included:				
38.19.202	Naphthenates and sulphonaphthenates, water insoluble	1974	12½%	12½%	Aul Free

SCHEDULE B

32.09	Varnishes and lacquers; distempers; prepared water pigments of the kind used for finishing leather; paints and enamels; pigments in linseed oil, white spirit, spirits of turpentine, varnish or other paint or enamel media; stamping foils; dyes or other colouring matter in forms or packings of a kind sold by retail:				
ex 32.09.003	Varnishes and lacquers (excluding dental cavity liner and sealer)	1974	56%	30%	Aul 27½%
		1975	52%	32½%	Can 27½%
		1976	48%	35%	CPC 27½%
		1977	40%	40%	
32.09.004	Distempers	1974	60%	30%	Aul 27½%
		1975	55%	32½%	Can 27½%
		1976	50%	35%	CPC 27½%
		1977	40%	40%	
32.09.009	Prepared water pigments of the kind used for finishing leather	1974	60%	30%	Aul 27½%
		1975	55%	32½%	Can 27½%
		1976	50%	35%	CPC 27½%
		1977	40%	40%	
	Paints and enamels:				
	Paints:				
32.09.011	Cement based	1974	27½%	27½%	
32.09.012	Metallic	1974	56%	30%	Aul 27½%
		1975	52%	32½%	Can 27½%
		1976	48%	35%	CPC 27½%
		1977	40%	40%	
32.09.013	Mixed ready for use	1974	46%	30%	Aul 27½%
		1975	44½%	32½%	Can 27½%
		1976	43%	35%	CPC 27½%
		1977	40%	40%	
32.09.015	Ships' anti-fouling	1974	46%	30%	Aul 27½%
		1975	44½%	32½%	Can 27½%
		1976	43%	35%	CPC 27½%
		1977	40%	40%	
32.09.019	Other	1974	46%	30%	Aul 27½%
		1975	44½%	32½%	Can 27½%
		1976	43%	35%	CPC 27½%
		1977	50%	40%	
32.09.021	Enamels	1974	46%	30%	Aul 27½%
		1975	44½%	32½%	Can 27½%
		1976	43%	35%	CPC 27½%
		1977	40%	40%	
32.09.039	White lead in oil	1974	5%	1%	Aul Free
		1975	5%	2%	Can Free
		1976	5%	3%	DC Free
		1977	5%	5%	CPC Free
32.09.041	Other kinds: In packs exceeding 4.546 litres	1974	48%	30%	Aul Free
		1975	46%	32½%	Can 27½%
		1976	44%	35%	CPC 27½%
		1977	40%	40%	
32.09.049	Other	1974	48%	30%	Aul 27½%
		1975	46%	32½%	Can 27½%
		1976	44%	35%	CPC 27½%
		1977	40%	40%	
32.09.079	Other sollutions of a kind described in Note 4 to this Chapter	1974	56%	30%	Aul 27½%
		1975	52%	32½%	Can 27½%
		1976	48%	35%	CPC 27½%
		1977	40%	40%	
32.10	Artists', students' and signboard painters' colours, modifying tints, amusement colours and the like, in tablets, tubes, jars, bottles, pans or in similar forms or packings, including such colours in sets or outfits, with or without brushes, palettes or other accessories:				
32.10.001	Of a kind used by signboard painters (for example, sign-writers' colours, poster and showcard colours)	1974	48%	26%	Aul Free
		1975	46%	29½%	Can 22½%
		1976	44%	33%	CPC 22½%
		1977	40%	40%	
38.18.000	Composite solvents and thinners for varnishes and similar products	1974	52%	30%	Aul 27½%
		1975	49%	32½%	Can 27½%
		1976	46%	35%	CPC 27½%
		1977	40%	40%	

Ref. CRE 62/74. **CRE ext. 5321**

Tariff and Development Board reports

Copies of the following New Zealand Tariff and Development Board reports are available from Commercial Relations and Exports Division:

Milk and cream, preserved, etc.;

Lighter fuels;

Extracts of hops, Hop oil;

Ammonia, zinc oxide and oxides of zinc mixed or combined with other substances;

Animal marking and other pliers.

Ref. CRE 62/74, 1171/72. **CRE ext. 5321**

Customs tariff changes

The New Zealand Government has issued Customs Tariff (Composite) Amendment Order 1974, which came into force on 16 August 1974 amending certain items in the New Zealand customs tariff. The tariff items are: 04.02.100, 13.03.021, 13.03.022, 13.03.023, 13.03.024, 13.03.025, 13.03.029, 28.16.001, 28.19.001, 28.19.009, 32.07.001, 32.07.009, 36.08.004, 82.03.004. These items now read as follows:

Chapter 4

DAIRY PRODUCE; BIRDS' EGGS; NATURAL HONEY; EDIBLE PRODUCTS OF ANIMAL ORIGIN, NOT ELSEWHERE SPECIFIED OR INCLUDED

No.	Description	Unit	Rates of duty effective on and after 1 July: Year	Normal tariff	British preferential	Other preferential rates of duty
04.02	Milk and cream, preserved, concentrated or sweetened:					
04.02.100	In liquid or semi-solid form	kg.	1974	10%*	10%*	Aul Free* Can Free* CPC Free*

* Plus a duty equal to the amount by which the cif value is less than $49.60 per 100 kg.

CRE Commercial Relations and Exports Divisions
Tel. 01-222 7877 (extension at end of each notice)

EDB Export Data Branch, Export Services Division
Tel. 01-248 5757 (extension at end of each notice)

Chapter 13

RAW VEGETABLE MATERIALS OF A KIND SUITABLE FOR USE IN DYEING OR IN TANNING; LACS; GUMS, RESINS AND OTHER VEGETABLE SAPS AND EXTRACTS

No.	Description	Unit	Rates of duty effective on and after 1 July: Year	Normal tariff	British preferential	Other preferential rates of duty
13.03	Vegetable saps and extracts; pectic substances, pectinates and pectates; agar-agar and other mucilages and thickeners, derived from vegetable products:					
	Other vegetable saps and extracts:					
	Extracts of hops:					
13.03.013	Non-spirituous	kg.	1974	Free	Free	Aul Free
13.03.014	Other	kg.	1974	43%	27%	Aul 25%
			1975	41%	29%	Can 25%
			1976	39%	31%	CPC 25%
			1977	35%	35%	
	Other kinds:					
13.03.017	Non-spirituous	kg.	1974	Free	Free	Aul Free
	Spirituous:					
13.03.018	Medicinal extracts containing more than 50% of proof spirit					
	per 100 kg.	kg.	1974	$44.09	$22.04	Aul Free
	per 100 kg.		1975	$44.09	$27.55	Can $16.53 *per 100 kg.*
	per 100 kg.		1976	$44.09	$33.06	DC $16.53 *per 100 kg.*
	per 100 kg.		1977	$44.09	$44.09	CPC $16.53 *per 100 kg.*
	Other:					
13.03.019	Containing 40% or less proof spirit	kg.	1974	43%	27%	Aul Free
			1975	41%	29%	Can 25%
			1976	39%	31%	DC Free
			1977	35%	35%	CPC 25%
13.03.025	Containing more than 40% of proof spirit but not exceeding the strength of proof					
	per l	l	1974	$4.03	$3.97	Aul $3.96 *per l*
	per l		1975	$4.03	$3.99	Can $3.96 *per l*
	per l		1976	$4.03	$4.00	DC $3.96 *per l*
	per l		1977	$4.03	$4.03	CPC $3.96 *per l*
13.03.029	Exceeding the strength of proof					
	per proof l	proof	1974	$4.03	$3.97	Aul $3.96 *per proof l*
	per proof l	l	1975	$4.03	$3.99	Can $3.96 *per proof l*
	per proof l		1976	$4.03	$4.00	DC $3.96 *per proof l*
	per proof l		1977	$4.03	$4.03	CPC $3.96 *per proof l*

Chapter 28

INORGANIC CHEMICALS; ORGANIC AND INORGANIC COMPOUNDS OF PRECIOUS METALS, OF RARE EARTH METALS, OF RADIO-ACTIVE ELEMENTS AND OF ISOTOPES

No.	Description	Unit	Rates of duty effective on and after 1 July: Year	Normal tariff	British preferential	Other preferential rates of duty
IV – inorganic bases and metallic oxides, hydroxides and peroxides						
28.16	Ammonia, anhydrous or in aqueous solution:					
28.16.001	Anhydrous *per 100 kg.*	kg.	1974	$7.34	$7.34	Aul Free Can Free CPC Free
28.19	Zinc oxide and zinc peroxide:					
28.19.002	Zinc oxide	kg.	1974	Free	Free	Aul Free

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Chapter 32

TANNING AND DYEING EXTRACTS; TANNINS AND THEIR DERIVATIVES; DYES, COLOURS, PAINTS AND VARNISHES; PUTTY, FILLERS AND STOPPINGS; INKS

No.	Description	Unit	Rates of duty effective on and after 1 July: Year	Normal tariff	British preferential	Other preferential rates of duty
32.07	Other colouring matter; inorganic products of a kind used as luminophores:					
	Colouring matter:					
32.07.002	Oxides of zinc mixed or combined with other substances	kg.	1974	Free	Free	

Chapter 36

EXPLOSIVES PYROTECHNIC PRODUCTS; MATCHES; PYROPHORIC ALLOYS; CERTAIN COMBUSTIBLE PREPARATIONS

No.	Description	Unit	Rates of duty effective on and after 1 July: Year	Normal tariff	British preferential	Other preferential rates of duty
36.08	Other combustible preparations and products:					
	Liquid fuels of a kind kind used in mechanical lighters, in containers of a capacity not exceeding 300 cm³:					
36.08.004	Other		1974	15%	15%	Aul Free Can 7½% CPC 7½%

Chapter 82

TOOLS, IMPLEMENTS, CUTLERY, SPOONS AND FORKS, OF BASE METAL; PARTS THEREOF

No.	Description	Unit	Rates of duty effective on and after 1 July: Year	Normal tariff	British preferential	Other preferential rates of duty
82.03	Hand tools, the following: pliers (including cutting pliers), pincers, tweezers, tinmen's snips, bolt croppers and the like; perforating punches; pipe cutters; spanners and wrenches (but not including tap wrenches); files and rasps:					
	Pliers (including cutting pliers), pincers, tweezers, tinmen's snips, bolt croppers and the like:					
82.03.004	Pliers, animal-marking; pliers for use in attaching clips, tags, rings and the like to animals	doz.	1974	20%	20%	Aul Free Can Free CPC Free

EDB ext. 401/468/469

United States

Diagnostic x-ray equipment

Manufacturers of medical and dental x-ray machines must now meet new performance standards developed by the US Food and Drug Administration to reduce public exposure to unnecessary radiation.

The new standard, effective for equipment manufactured after 31 July 1974 is the latest action by the FDA to reduce radiation exposure from electronic products.

A copy of the standards as printed in the Federal Register, together with a statement of 30 July 1974 by the Director, Bureau of Radiological Health is available. **EDB 456/457**

El Salvador

Consumption taxes imposed on luxury goods

Legislative Decree No. 65 of 22 August 1974, introduced selective consumption taxes on a wide range of luxury goods, including foodstuffs, toilet products, household linen, jewellery, household electrical appliances, and passenger cars. The rates of tax vary from 5 per cent to 30 per cent of the selling price.

Details may be obtained from OTAR Section, Export Data Branch, Export House. **EDB ext. 474/476**

Jamaica

Leather and raw materials: import licensing

The Jamaican authorities by Notice No. 2912 of 21 August 1974, are to allow the importation of leather on a basis of one sq. ft. of imported leather for every three sq. ft. of leather purchased locally. Licences will be issued freely within reasonable limits for pig skin, kid skin and kid resin; for this purpose, each applicant's 1973 import performance of such particular goods will be used as a guideline.

Outside of the ratio system, licences will continue to be issued freely, as at present, for leather required by local manufacturers for export orders for footwear.

Notice No. 2911 of 15 August 1974 clarifies Notice No. 2909, which was published in *Trade and Industry*, 22 August 1974, on page 393, and concerns items that were thereby removed from specific import licensing requirements.

It states that raw materials for the local productive sector does not cover printed labels (excluding types of woven textile), wheat, baking flour, corn, soyabean, soyabean meal, milk solids. These items still require specific licences where imported as raw materials.

EDB ext. 7312/456/457

St. Lucia

Oil: consumption tax changes

In the schedule to the consumption tax the St. Lucia authorities, by SRO 40/74 of 1 August 1974, have deleted BTN items 27,10.60 and 27.10.90 and have replaced them by 27.10.60, diesel oil, gas oil and other fuel oil, 23c per gallon. **EDB ext. 7312/456/457**

St. Christopher-Nevis-Anguilla

Fertilisers and chemical products: import licensing

The St. Christopher authorities announced in SRO No. 26 of 5 July 1974, that import licences will be required for the following items:

Fertilisers listed under the BTN heading 31.01, .02, .03 and .04.

Chemical products listed under the BTN heading 38.11.10, .20, .30, .40, .50 and .90. **EDB ext. 7312/456/457**

Chile

Exchange rates

The changes in exchange rates announced by the Chilean Central Bank to take effect from 27 August 1974 are as follows:

(a) The 'Bank' rate raised to 930 Escudos per US dollar

(b) The 'Brokers' rate raised to 990 Escudos per US dollar

The exchange rate covering the conversion of export earnings from unprocessed copper continues (from 6 August) at 860 Escudos per US dollar.

Foreign investment

Copies of Chile's Foreign Investment Law (Decree Law No. 600 of 13 July 1974) are now available from Market Information Section, Room E46, Export House. **EDB ext. 560/477**

European Community

Generalised Tariff Preference Scheme (GSP): Restoration of normal duties

Trade and Industry of 28 March, 25 April, 23 May, 20 June, and 18 July gave details of GSP tariff quotas exhausted and GSP ceilings reached up to 8 July. HM Customs have stated that the position on the restoration of normal duties for the two months ending 2 September is as follows:

I TARIFF QUOTAS

Tariff heading	Description of goods	Customs quota reference*	Date UK quota share-exhausted	Community Butoir reached. Duty to be re-imposed	
				On date	For goods from
ex 55.09 A II	Other: – unbleached, of a width of: – more than 115 cm. up to 165 cm.	3708	29.1.74	15.7.74	Pakistan
	– more than 165 cm.	3716	1.2.74	15.7.74	South Korea
ex 58.01 A	Carpets, carpeting and rugs knotted (made up or not): Of wool or of fine animal hair, containing per linear metre of warp: – up to 350 rows of knots	3872		22.7.74	India
64.02 A	Footwear with outer soles of leather or composition leather and uppers of leather	4231	11.7.74		
67.04	Wigs, false beards, etc.	4347		25.8.74	South Korea
69.02	Refractory bricks, blocks, tiles, etc.	4263		24.8.74	Yugoslavia
73.18	Tubes and pipes and blanks therefor of iron or steel	4592	3.3.74	28.8.74	Yugoslavia
79.03 A	Wrought plates, sheets and strip, of zinc: zinc foil, zinc powders, and flakes				
	Plates, sheets, strip and foil	4762		9.7.74	Yugoslavia
85.15 A III	Receivers, whether or not combined with a sound recorder or reproducer	4916	11.7.74		
C III	Parts of the subheadings A and B, Other				
90.05	Refracting telescopes	5016		27.7.74	Macao

* See Customs Tariff Part II.

II CEILINGS

Tariff no.	Description of goods	Date of restoration of duties	
		From all sources	From particular sources (inner ceilings)
ex 60.02	Gloves, mittens and mitts, knitted or crocheted, not elastic nor rubberised – of cotton		17.8.74 – Pakistan
60.04	Undergarments, knitted or crocheted, not elastic nor rubberised – of cotton	17.8.74	21.8.74 – India
ex 61.03	Men's and boys' under garments, including collars, shirt fronts and cuffs of cotton fabric	23.7.74	26.5.74 – India
70.14 A II	Articles for electrical lighting fittings: Other		24.8.74 – Romania
83.01	Locks and padlocks, etc.		2.8.74 – Hong Kong

II CEILINGS—*continued*

Tariff no.	Description of goods	Date of restoration of duties	
		From all sources	From particular sources (inner ceilings)
85.04 A	Electric accumulators: Lead acid accumulators		17.8.74 – Yugoslavia
90.09	Image projectors, etc.	15.7.74	
97.06	Appliances, apparatus, accessories and requisites for gymnastics, etc.		17.8.74 – Pakistan

Inquiries about current availability of preferences may be made to HM Customs, Central Tariff Quota Registration Unit, King's Beam House, Mark Lane, London EC3 7HE. Tel. 01-626 1515, ext. 2570 (quotas and butoirs), ext. 2294 (ceilings and inner ceilings).

1975 Generalised Tariff Preference Scheme for developing countries

In a notice in *Trade and Industry* of 3 January 1974 a general account was given of the Generalised Tariff Preference Scheme of the enlarged European Communities, that has been applied by the United Kingdom for 1974.

Discussions are in progress between the Commission of the European Communities and the nine Member States about the scheme to be adopted for 1975 but it will be some time before the precise arrangements will be known. While it may be generally assumed that the goods and developing countries concerned covered by this year's scheme will also benefit from next year's, no assurance can yet be given to importers about the actual arrangements. This is especially true of precisely which additional goods may benefit and, to what extent duty relief on industrial goods will be subject in particular cases to the limits of quotas or ceilings and what the preferential rates will be for processed agricultural goods. As soon as such details are available a further notice will be issued.

Any general inquiries about this notice should be addressed to CRE 1, Department of Trade (tel. 01-222 7877, ext. 5468), 1 Victoria Street, London SW1. Any inquiries about the rates of duty applicable outside the GSP scheme to particular products in 1975 should be addressed to Tariff Division, Department of Trade, Kingsgate House, Victoria Street, London SW1 (Tel. 01-222 7877, ext. 3070).

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New EC Legislation

The legislation listed below has been published in the 'Official Journal of the European Communities' as indicated against each item. The 'Official Journal' is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other Member States' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext 4174/482/408). Other information may be obtained from the reference point given at the end of the item.

Applications for copies of the *Official Journal of the European Communities* containing the legislation referred to should be made to HMSO and not to the inquiry points given in the notices.

COMMON AGRICULTURAL POLICY: The texts of the following Regulations which effect the various Agricultural Sectors in the EEC have been published in the *Official Journal of the European Communities*.

Oils, fats and oilseeds. Regulation (EEC) 2170/74 amending Articles 1, 4 and 7(2) of Regulation (EEC) 3423/73 on detailed rules for granting subsidies for olive oil. In Articles 1 and 7(2) of Regulation 3423/73 the words 'the 1973/74 marketing year' are replaced by the words 'the 1973/74 and 1974/75 marketing years'. In Article 4 the words '31 January 1974' are replaced by '31 January 1975'. (*Official Journal* L229, 20 August 1974)

Milk and milk products. Regulation (EEC) 2171/74 amending Regulation (EEC) 2500/73 on the advance fixing of refunds and the period of validity of export licences for milk and milk products. (*Official Journal* L229, 20 August 1974)

Regulation (EEC) 2188/74 concerning the application of the lowest rate of refund on exports of milk products. (*Official Journal* L231, 22 August 1974)

Eggs. Regulation (EEC) 2187/74 repealing Regulation 87/66 on the non-fixing of an additional amount for Finnish eggs in shell. (*Official Journal* L231, 22 August 1974)

Wine. Regulation (EEC) 2133/74 laying down general rules for the description and presentation of wines and grape musts. (*Official Journal* L227, 17 August 1974)

Regulation (EEC) 2178/74 amending Regulation (EEC) 1143/74 as regards the documents to be produced in order to obtain the subsidies for Community wine products similar to the wine product exported under the label of 'Cyprus Sherry'. (*Official Journal* L230, 21 August 1974)

Regulation (EEC) 2179/74 laying down in respect of the 1974/75 wine-growing year detailed rules for applying the obligation to distil the by-products of wine-making and repealing Regulation (EEC) 2069/73. (*Official Journal* L230, 21 August 1974)

Regulation (EEC) 2185/74 providing for a temporary derogation from Regulation (EEC) 1769/72 concerning the accompanying document in the wine sector. (*Official Journal* L231, 22 August 1974)

Regulation (EEC) 2186/74 amending Regulation (EEC) 2637/70 relating to the application of the system of import licences in the wine sector. (*Official Journal* L231, 22 August 1974)

Services to exporters

The following Government offices provide services for UK exporters:

Headquarters

Export Services and Promotions Division
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757. Telex 886143 DTI EXPORT LDN

Regional

Office for Scotland
314 St. Vincent Street, Glasgow G3 8XF
Tel. 041-248 2855. Telex 77583 DTI GLASGOW

Inverness District Office
Caledonia House, 63/67 Academy Street, Inverness IV1 1LU
Tel. (0463) 30867

Office for Wales
Government Buildings, Gabalfa, Cardiff CF4 4YL
Tel. (0222) 62131. Telex 49267 DTI CARDIFF

Yorkshire and Humberside Regional Office
Priestley House, 1 Park Row, Leeds LS1 5LF
Tel. (0532) 443171. Telex 557470 DTI LEEDS

Northern Regional Office
Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TR
Tel. (0632) 27575. Telex 53178 DTI NTYNE

Cumberland and Westmorland District Office
Town Hall, Cockermouth, Cumberland CA13 9NP
Tel. (090-082) 3498/9. Telex 64173 DTI COCKERMOUTH

North-Western Regional Office
Sunley Building, Piccadilly Plaza, Manchester M1 4BA
Tel. 061-236 2171. Telex 667104 DTI MCHR

West-Midlands Regional Office
Ladywood House, Stephenson Street, Birmingham B2 4DT
Tel. 021-632 4111. Telex 337021 DTI BHAM

East-Midlands Regional Office
Cranbrook House, 47 Cranbrook Street, Nottingham NG1 1ES
Tel. (0602) 46121. Telex 37143 DTI NOTTM

South-Western Regional Office
The Pithay, Bristol BS1 2PB
Tel. (0272) 291071. Telex 44214 DTI BRISTOL

Northern Ireland Department of Commerce
Chichester House, 64 Chichester Street, Belfast BT1 4JX
Tel. (0232) 34488. Telex 747025 GOVNI BELFAST

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index	1970	1970	1970	1970	1970							
£m in base year		31,404	9,223	2,130	2,089	series in £ million				series in £ million		
1969	99	98	98	95	92	416		42	33	445	−143	588
1970	100	100	100	100	100	257	324	68	−23	692	−9	701
1971	101	103	100	94	102	−7	−126	52	−4	1,073	285	788
1972	104	109	102	85	115	−394	−205	48	3	114	−677	791
1973	109	114	107	90	121	627	374	32	242	−1,286	−2,375	1,089
1971 4th qtr.	102	105	101	90	103	—	−37	3	17	248	60	188
1972 1st qtr.	101	106	103	90	107	−131	−62	17	−16	71	−121	192
2nd qtr.	104	108	102	84	115	−100	−106	1	38	112	−64	176
3rd qtr.	104	110	102	82	115	−83	−42	6	−13	−116	−284	168
4th qtr.	106	111	102	83	123	−80	7	24	−6	+2	−208	210
1973 1st qtr.	109	115	109	89	126	242	146	11	32	−146	−351	205
2nd qtr.	109	113	102	86	112	188	61	−9	163	−188	−399	211
3rd qtr.	110	114	109	91	120	102	68	6	22	−291	−606	315
4th qtr.	109	114	108	94	124	95	99	24	25	−661	−1,019	358
1974 1st qtr.	106	112	109	98	111	−265	−100	8	−73	−979	−1,288	309
2nd qtr.				97	106		98	50	17			
% change last 2 qtrs. on prev. 2 qtrs.	−1.7	+0.1	+2.6	+5.3	−11.5							
on a year earlier	N/C	+3.0	+2.6	+11.5	−9.2							

	Index of industrial production		Personal expenditure		Prices and costs					Labour			Trade§	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Index of retail prices	% increase on a year earlier	Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡	Index of wholesale prices: all manufacturing industry: manufactured products: home sales‡	Basic hourly wage rates of manual workers (all industries and services)‡	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Exports	Imports
			monthly averages										monthly averages	
Base of index	1970	1970	1971		Jan 16, 1962		1970	1970	July 31, 1972				Series in	
£m in base year			15,895	thousands						thousands		thousands	£ million	
1970	100.0	100.0	99.0	91.4	140.2	6.4	100.0	100.0	78.5	568	2.5	186	658	659
1971	100.4	99.6	100.0	108.5	153.4	9.4	104.6	109.0	88.9	737	3.2	129	733	709
1972	102.4	102.0	105.8	138.6	164.3	7.1	109.2	114.8	101.4	816	3.6	145	761	818
1973	109.8	110.3	110.7	137.3	179.4	9.2	144.4	123.2•	115.5	581	2.6	304	953	1,151
1972 3rd qtr.	103.0	102.4	107.2	139	165.4	6.5	109.4	115.6	102.2	808	3.6	147	684	779
4th qtr.	105.9	105.7	109.5	144	169.4	7.7	115.6	118.0	107.8	750	3.3	179	871	940
1973 1st qtr.	110.4	110.7	111.8	152	172.4	8.0	126.0	119.5	108.8	667	2.9	228	878	995
2nd qtr.	109.4	109.4	108.0	136	177.9	9.3	133.3	120.1•	112.6	605	2.6	289	931	1,064
3rd qtr.	110.3	110.9	110.5	143	180.2	9.2	150.8	124.2	118.4	562	2.5	334	995	1,197
4th qtr.	109.2	110.3	112.3	119	186.8	10.3	167.6	129.1	120.9	489	2.2	364	1,008	1,348
1974 1st qtr.	103.0	105.3	110.1	103	101.4†	12.9	214.3	138.4	124.9	543	2.4	285	1,124	1,558
2nd qtr.			107.1	104	107.5	15.8	215.8	148.9	130.8	552	2.4	309	1,281	1,736
1973 July	110.4	110.7	110.6	147	179.7	9.4	145.3	122.7	116.0	581	2.6	324	961	1,145
Aug.	109.7	110.4	110.8	153	180.2	8.9	152.5	124.1	119.7	563	2.5	330	980	1,206
Sept.	110.8	111.6	110.2	129	181.8	9.3	154.7	125.8	120.0	542	2.4	349	1,043	1,239
Oct.	111.3	112.0	111.7	127	185.4	9.9	161.7	127.7	120.3	512	2.3	363	982	1,385
Nov.	110.1	111.8	112.3	126	186.8	10.3	166.0	129.0	121.0	486	2.2	368	1,022	1,304
Dec.	106 3	107.1	112.9	103	188.2	10.6	175.1	130.6	122.0	470	2.1	362	1,019	1,354
1974 Jan.	100.0	100.8	109.5	93	191.8	12.0	210.7	134.1	123.7	535	2.4	304	1,012	1,396
Feb.	102.9	106.8	110.3	109	101.7†	13.2	215.1	138.5	124.7	549	2.4	278	1,153	1,599
Mar.	106.1	108.3	110.4	106	102.6	13.5	217.0	142.2	126.4	545	2.4	274	1,208	1,680
Apr.	108.4	109.9	107.9	96	106.1	15.2	217.4	146.3	127.0	546	2.4	297	1,250	1,661
May	108.7	108.7	105.4	105	107.6	15.9	216.0	148.9	130.8	548	2.4	314	1,266	1,745
June	108.7	109.4	108.1	111	108.7	16.5	213.9	151.1 p	135.4	561	2.5	317	1,325	1,802
July			109.5	105	109.7	17.1	214.6	153.5	137.3	582	2.6	317	1,327 p	1,805 p
Aug.			112	103			218.2	155.5		606 p	2.7	298 p		
% change latest 3 months on prev. 3 months	+5.5	+3.8	+1.8	+2.9	+5.1		−0.6	+5.1	+5.5	+6.6		+5.5	+8.5	+8.3
on a year earlier	−0.7	−0.1	−0.6	−23.1	+16.6		−48.6	+25.0	+15.6	+0.7		−2.6	+39.2	+58.2

(‡) Not seasonally adjusted. (§) On a balance of payments basis. • After April 1973, affected by changes due to VAT. † Base of index Jan 1974 = 100.

Acquisitions and mergers in the second quarter of 1974

This note sets out the statistics of acquisitions and mergers of industrial and commercial companies up to and including the second quarter of 1974.

The total number of companies acquired during the second quarter fell to the lowest level recorded since the collection of this data began in 1969, while the total consideration was the lowest since the first quarter of 1971. The financial press reported 128 acquisitions of industrial and commercial companies during the quarter involving a consideration of £130 million, compared with 191 acquisitions purchased for £253 million during the previous quarter and with a quarterly average of 301 acquisitions purchased for £326 million during 1973 (Table 1).

The fall in acquisition activity was due to a decline of 44 per cent in the number of independent companies acquired compared with the previous quarter. The consideration involved, £118 million, was 49 per cent less than in the previous quarter. There were no mergers during the second quarter but there were slightly more sales of subsidiaries between company groups than in the previous quarter, 45 compared with 42, although the consideration involved, £12 million, was 45 per cent less than in the previous quarter.

The average consideration paid for all acquisitions was £1 million during the second quarter of 1974 compared with £1.3 million during the first quarter and £1.1 million during 1973. The largest acquisition during the second quarter was that of Sterling Guarantee Trust by Town and City Properties for £33.6 million. This, together with the second largest acquisition, accounted for 40 per cent of the total consideration. At the other end of the scale, 92 per cent of all acquisitions were for £2 million or less and accounted for less than 25 per cent of the total consideration (Table 2).

The importance of payment in cash declined from the record level of 75 per cent of total expenditure in the previous quarter to 53 per cent, the same as in 1973 (Table 3). Issues of fixed interest securities recovered sharply from 5 per cent of total expenditure to 26 per cent, the highest level recorded since the third quarter of 1972.

There were five acquisitions of foreign companies by United Kingdom companies during the quarter at a cost of £11 million, of which two acquisitions costing £2 million were in the EEC countries. Only one acquisition of a United Kingdom company by a foreign company was reported. The cost was £10 million and the acquiring company was outside the EEC.

Tables 1, 2 and 3 are taken from a more detailed analysis of company acquisitions published in a Business Monitor, M 7, Acquisitions and Mergers of Companies (obtainable from HMSO each quarter for an annual subscription of 37½p). The Business Monitor also contains tables analysing acquisitions and mergers by industry.

Symbols used in all statistical tables

.. not available	r revised
— nil or less than half	* five week period
the final digit shown	⊕ fifty-three week
p provisional	period

Notes and definitions

This analysis of acquisitions and mergers involving industrial and commercial companies in the United Kingdom is based on reports in the financial press supplemented by special inquiries to companies to determine the form, value and timing of particular acquisitions.

Acquisitions and mergers involving financial companies (insurance, banking, etc.) are not covered in this note, although the Bank of England prepares an analysis of such acquisitions which is published in the *Bank of England Quarterly Bulletin*.

The values shown relate in general to expenditure during the current period, excluding any previous investments in the company acquired. Where possible, values are market values, ie the cash paid or the market price at date of issue of shares or loan stock issued. Where market values are not available (as in the case of shares, etc.,

TABLE 1 Acquisitions and mergers within the United Kingdom

	Acquisitions of independent companies			Mergers†			Total			Sales of subsidiaries between company groups			Total number of acquisitions		
	Number Acquiring	Number Acquired	Value £ million	Number Acquiring	Number Acquired	Value £ million	Number Acquiring	Number Acquired	Value £ million	Number Acquiring	Number Acquired	Value £ million	Number Acquiring	Number Acquired	Value £ million
1969	593	742	961.6	2	2	7.6	595	744	969.2	91	102	99.7	686	846	1,068.9
1970	484	608	954.1	6	6	42.5	490	614	996.6	139	179	125.9	629	793	1,122.5
1971	498	620	745.6	—	—	—	498	620	745.6	189	264	165.5	687	884	911.1
1972	710	931	2,336.9	6	7	9.3	716	938	2,346.2	212	272	185.4	928	1,210	2,531.6
1973	722	949	1,055.2	2	2	2.3	724	951	1,057.5	205	254	246.8	929	1,205	1,304.3
1972 1st quarter	156	207	426.0	2	2	0.1	158	209	426.1	53	69	39.6	211	278	465.7
2nd quarter	192	260	375.2	3	3	1.5	195	263	376.7	52	63	44.8	247	326	421.5
3rd quarter	166	220	666.2	1	2	7.7	167	222	673.9	50	63	52.2	217	285	726.1
4th quarter	196	244	869.5	—	—	—	196	244	869.5	57	77	48.8	253	321	918.3
1973 1st quarter	195	278	280.4	—	—	—	195	278	280.4	63	84	43.3	258	362	323.7
2nd quarter	164	203	179.4	—	—	—	164	203	179.4	43	53	26.2	207	256	205.6
3rd quarter	173	224	297.4	2	2	2.3	175	226	299.7	40	50	132.0	215	276	431.7
4th quarter	190	244	298.0	—	—	—	190	244	298.0	59	67	45.3	249	311	343.3
1974 1st quarter	116	149	231.3	—	—	—	116	149	231.3	36	42	21.3	152	191	252.6
2nd quarter	68	83	118.1	—	—	—	68	83	118.1	37	45	11.7	105	128	129.8

† A merger (which takes place when two companies combine to form a new company) is reckoned as the acquisition of the smaller company by the larger and is valued at the market value of the smaller company's share of the newly formed company.

TABLE 2 Size distribution of acquisitions within the United Kingdom

Expenditure (£ million)	1972		1973		1973 Q3		1973 Q4		1974 Q1		1974 Q2	
	Number Acquired	Value £m.	Number Acquired	Value £m.	Number Acquired	Value £m.	Number Acquired	Value £m.	Number Acquired	Value £m.	Number Acquired	Value £m.
Over 25	13	1,322.2	7	281.2	4	193.4	1	29.8	2	117.5	1	33.6
Over 5 and up to 25	57	604.8	50	471.7	10	89.4	16	163.0	4	43.6	7	59.0
Over 2 and up to 5	77	239.8	57	171.1	14	40.3	21	63.1	12	37.2	2	4.9
2 or less	1,063	364.9	1,091	380.3	248	108.6	273	87.4	173	54.3	118	32.3
Total	1,210	2,531.7	1,205	1,304.3	276	431.7	311	343.3	191	252.6	128	129.8

TABLE 3 Categories of expenditure on acquisitions and mergers within the United Kingdom

	Expenditure (£ million)				Percentages of expenditure		
	Total	Cash	Issues of ordinary shares	Issues of fixed interest securities	Cash	Issues of ordinary shares	Issues of fixed interest securities
1969	1,069	296	552	221	27.7	51.6	20.7
1970	1,122	251	596	275	22.4	53.1	24.5
1971	911	285	437	189	31.3	48.0	20.7
1972	2,532	493	1,459	580	19.5	57.6	22.9
1973	1,304	691	466	147	53.0	35.7	11.3
1973 1st quarter	323.7	120.7	157.4	45.6	37.3	48.6	14.1
2nd quarter	205.6	90.1	92.0	23.5	43.8	44.8	11.4
3rd quarter	431.7	310.5	100.5	20.7	72.0	23.2	4.8
4th quarter	343.3	169.4	116.4	57.5	49.3	33.9	16.8
1974 1st quarter	252.6	189.8	51.0	11.8	75.1	20.2	4.7
2nd quarter	129.8	68.9	27.3	33.6	53.1	21.0	25.9

issued by non-quoted companies) or the cash consideration is not disclosed, acquisitions are in general valued at the net book value of the acquired company.

No method of valuing acquisitions is altogether free from objection and in comparing this series over time one must allow, in addition to the general inflation of values, for the considerable short-term fluctuations in share prices which will be reflected in a series where a considerable proportion of expenditure takes the form of share exchanges which are valued at market prices. For example, industrial share prices as measured by the *Financial Times* actuaries index rose by 18 per cent between 1970 and 1971, increased by a further 27 per cent in 1972, and fell by 13 per cent in 1973 and by about 50 per cent during the last 12 months.

Where the acquired company was a subsidiary of another United Kingdom company, it was classified to the category of inter-group sales. Acquisitions between subsidiaries of the same company group, arising from internal reorganisation, have been ignored.

As far as possible, acquisitions are recorded at the date when the transaction is finalised (eg when a bid is declared unconditional). This date may be considerably later than the date when a bid is first announced in the press though preceding the date when the shares in the acquired company are surrendered.

Provisional estimates of vehicle production and new car registrations in August

Tables 1 and 2 show United Kingdom vehicle production as estimated from provisional returns supplied by the major manufacturers.

Table 3 shows provisional estimates of new car registrations. These are based on data provided by the Department of the Environment for a sample of local authority areas.

TABLE 1 Estimated UK vehicle production in July 1974

Thousands

	Cars		Commercial vehicles	
	Month	Weekly average	Month	Weekly average
Estimated output:				
1974 (4 weeks ended 24 August)	112.0 p	28.0 p	25.0 p	6.2 p
1973 (4 weeks ended 25 August)	118.5	29.6	23.2	5.8
Percentage change		−5		+8

TABLE 2 UK vehicle production: Monthly averages seasonally adjusted

Thousands

	1973		1974					Average of		
	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	June	July	Aug.	Mar./ May 1974	June/ Aug. 1974	% change
Cars	148	149	118	138	140	153	149 p	135	147 p	+9
Commercial vehicles	37.5	33.6	28.8	33.9	33.5	40.7	38.3 p	33.4	37.5	+12

TABLE 3 New car registrations

Thousands

	1973		1974					Per cent change latest 3 months on previous 3 months
	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	June	July	Aug.	
Recorded	438	302	327	330	114	91	136 p	
Seasonally adjusted	429	356	308	312	111	105	103 p	+3

p = provisional.

Regional selective assistance

The table below shows on a regional basis the applications received and offers made under Section 7 of the Industry Act 1972 for the months indicated.

July 1974

	Applications received	Offers made	
Assisted area	No.	No.	Value (£000)
Scotland	41	15	387
Wales	24	7	839
Northern	29	19	465
North West	22	19	2,153
Yorks & Humberside	29	23	1,104
E. Midlands	3	6	103
W. Midlands	—	—	—
South West	1	3	83
Total	149	92	5,134

British Film Fund Agency returns

The British Film Fund Agency has authorised the publication of the following information for the four weeks ended 27 July 1974.

Distributors' Earnings submitted	£
Low cost films:	
Eligible (after multiplying by 2½)	35,180
Not eligible for 2½ times rental	15,877
	51,057
High cost films (including newsreels after multiplying by 2½)	104,645
	155,702
Films under 3,000 ft. (after multiplying by 2½)	18,749
	174,451
Levy collections paid to the Agency by HM Customs and Excise to 14 August 1974 including an estimate of collections approximately covering entertainments for the four weeks ended 27 July 1974	242,000

The Ninth Interim Allocation for the seventeenth year will be at the rate of 65 per cent.

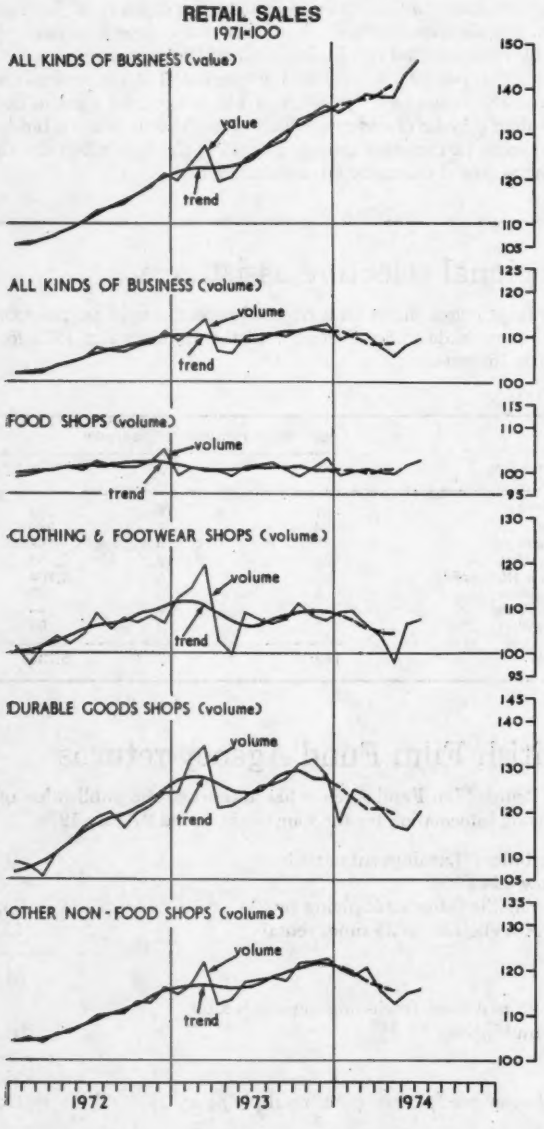
Retail sales in July

Volume

The final seasonally adjusted index of the volume of retail sales in July is 109.5 (1971 = 100), broadly in line with the provisional estimate, and 1–1½ per cent above the June figure.

The further recovery in the volume of trade, following the 2¼ per cent June rise from the low level in May, may be due, in part, to the increases in earnings paid under threshold agreements. In addition, the increased pensions which were paid towards the end of July may have been a further factor, in particular in respect of sales by food shops.

Despite the recent recovery in trade, the average volume of retail sales in the four months April to July was 2¼ per cent below the average level in the first quarter of the year. Within the total, sales by food shops were up by 1 per cent. But sales by clothing and footwear shops were 4 per cent down; sales by durable goods shops were 3 per cent down, and sales by 'other non-food' shops (which



The indices for all shops, food shops and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit. The best indication of the recent trend is normally obtained by comparing the average index for the latest three months with the average for the immediately preceding three months but month to month fluctuations may sometimes make it preferable to average two or four months.

The monthly periods consist of four weeks except those marked * which are of five weeks. The July 1974 sales period was the four weeks from 30 June 1974 to 27 July 1974. The corresponding period in 1973 was from 1 July 1973 to 28 July 1973.

(†) Including department stores and mail order businesses.

The provisional estimates for August are on page 561.

TABLE 1 Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1971 prices) 1971 = 100

(Sales in 1971 £ million Provisional estimates)	All kinds of business (15,895)	Food shops (6,693)	Non-food shops Total (9,202)	Clothing and footwear shops (2,314)	Durable goods shops (1,801)	Other non-food shops (†) (5,087)
1971	100.0	100.0	100.0	100	100	100
1972	105.8	101.5	109.0	105	115	109
1973	110.7	101.0	117.7	109	127	118
1972 1st quarter	102.1	99.7	103.9	100	107	104
2nd quarter	104.6	101.0	107.1	104	114	107
3rd quarter	107.2	101.9	111.1	108	118	110
4th quarter	109.5	103.3	114.0	107	122	114
1973 1st quarter	111.8	100.5	120.0	116	131	118
2nd quarter	108.0	100.5	113.4	104	122	115
3rd quarter	110.5	101.6	117.0	108	127	118
4th quarter	112.3	101.4	120.4	109	130	122
1974 1st quarter	110.1	100.0	117.4	108	122	120
2nd quarter	107.2	100.4	112.1	103	118	114
1973 May	106.5	99.4	111.6	100	122	113
June*	110.1	101.4	116.4	109	123	117
July	110.6	101.9	116.8	108	126	118
August	110.8	102.2	117.0	107	126	118
September*	110.2	100.8	117.0	108	128	118
October	111.7	99.3	120.7	111	131	121
November	112.3	101.1	120.5	109	132	122
December*	112.9	103.2	120.0	108	129	123
1974 January	109.5	99.3	116.9	109	118	120
February	110.3	100.1	117.7	109	125	119
March*	110.4	100.5	117.6	107	123	120
April	107.9	99.9	113.6	104	121	116
May	105.4	99.6	109.6	98	117	112
June*	108.1	101.5	112.9	107	116	115
July	109.5	102.8	114.4	108	120	115
1974 Feb.-April	109.6	100.2	116.4	107	123	119
May-July	107.7	101.3	112.3	104	117	114
Percentage increase	−1.7	1.1	−3.5	−2	−5	−4

TABLE 2 Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1971 = 100

(Sales in 1971 £ million Provisional estimates)	All kinds of business (15,895)	Food shops (6,693)	Non-food shops Total (9,202)	Clothing and footwear shops (2,314)	Durable goods shops (1,801)	Other non-food shops (†) (5,087)
1971	100.0	100.0	100.0	100	100	100
1972	112.0	108.9	114.2	112	118	114
1973	126.9	122.8	129.9	128	136	128
1972 1st quarter	106.0	104.7	106.9	105	109	107
2nd quarter	109.1	106.3	111.2	110	115	110
3rd quarter	113.9	110.1	116.6	116	121	115
4th quarter	118.9	114.6	122.1	119	128	122
1973 1st quarter	123.6	115.4	129.6	131	138	126
2nd quarter	121.7	119.6	123.2	121	128	123
3rd quarter	127.6	124.4	129.8	128	135	129
4th quarter	134.7	131.6	136.9	134	142	137
1974 1st quarter	136.9	134.5	138.7	140	135	139
2nd quarter	140.0	139.1	140.6	141	135	143
1973 May	120.4	119.3	121.2	116	127	122
June*	124.5	121.1	127.0	128	130	126
July	126.1	122.3	128.8	127	134	128
August	127.4	124.3	129.7	127	135	129
September*	128.9	126.3	130.7	130	137	129
October	133.0	128.5	136.3	135	140	135
November	134.5	131.3	136.9	134	143	136
December*	136.2	134.4	137.5	134	142	138
1974 January	134.8	133.2	136.0	138	130	137
February	136.7	133.9	138.8	142	137	138
March*	138.8	136.0	140.8	140	137	142
April	138.4	136.7	139.6	140	136	141
May	138.0	138.6	137.6	133	134	141
June*	142.8	141.4	143.9	147	136	146
July	146.0	143.8	147.6	150	141	149
1974 Feb.-April	138.0	135.6	139.8	141	137	140
May-July	142.3	141.3	143.1	144	137	145
Percentage increase	3.1	4.2	2.4	2	–	3

include department stores and mail-order businesses) were 5 per cent down.

Taking the first seven months of the year together, the average volume of total sales was 2¼ per cent below the average level in the second half of last year.

Value

Based on non-seasonally adjusted data, the value of total retail sales in July shows a rise of 16 per cent compared with July of last year.

Retail sales: provisional estimates for August

Volume

The *provisional* estimate of the seasonally adjusted index of the volume of retail sales in August is 112 (1971 = 100), 2-2½ per cent above the July figure.

The estimate suggests a continuation of the recovery in the volume of trade which was evident in June and July. The increase in August probably reflects, in part, the full effect of the increased pensions which were paid towards the end of July. In addition, as in June and July, increased earnings paid under threshold agreements may have been a further factor.

Despite the recent recovery in trade, the average volume of retail sales in the five months April to August was about 1½ per cent below the average level in the first quarter of the year. Taking the first eight months of the year together, the average volume of sales was about 2 per cent below the average level in the second half of last year.

Value

Based on non-seasonally adjusted data, the *provisional* estimate of the value of retail sales in August shows a rise of 18 per cent compared with August last year.

	Retail sales: Volume Seasonally adjusted index (1971 = 100)		Retail sales: Value Not seasonally adjusted – percentage change compared with a year earlier	
1973	1st quarter	111.8	1st quarter	+16
	2nd quarter	108.0	2nd quarter	+12
	3rd quarter	110.5	3rd quarter	+12
	4th quarter	112.3	4th quarter	+13
1974	1st quarter	110.1	1st quarter	+11
	2nd quarter	107.2	2nd quarter	+15
1973	May	106.5	May	+11
	June	110.1	June	+13
	July	110.6	July	+12
	August	110.8	August	+12
1974	May	105.4	May	+14
	June	108.1	June	+15
	July	109.5	July	+16
	August	112 (prov)	August	+18 (prov)

Notes

Provisional figures: the volume index is given to the nearest quarter per cent. The percentage increase in value compared with a year earlier is given to the nearest whole number.

A detailed note on the method of computation of the provisional estimates was published in *Trade and Industry* on 21 February 1974.

The provisional figures are made available by press notice in advance of this article. The final figures for August will be published in a press noticce on Monday, 30 September.

Retailers' stocks in July

The value of stocks at constant prices held by retailers at the end of July showed an increase of 1 per cent over the corresponding month last year. The comparatively low year on year increases in the recent constant price figures continue to reflect the large increases of a year earlier.

At current prices the value of stocks was 20 per cent higher compared with a year earlier (see below)

Level of retailers' stocks

Index numbers (end 1971 = 100) *and percentage increase on a year earlier*
(At cost at end of month)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
At current prices:												
1966	65	68	69	70	70	71	69	70	71	75	78	70
1967	68	69	71	72	72	73	71	72	73	78	81	72
1968	71	73	76	77	78	79	78	78	80	85	89	81
1969	79	81	84	85	86	86	85	84	86	92	96	87
1970	84	86	88	90	89	90	89	88	91	97	102	93
1971	89	91	94	95	95	97	95	95	97	106	110	100
1972	96	99	101	102	103	105	102	102	105	114	120	107
1973	103	106	110	108	110	113	112	113	117	127	135	124
1974	120	121	126	130	134	135	134					
1969	*11*	*11*	*11*	*10*	*9*	*8*	*9*	*7*	*7*	*8*	*8*	*8*
1970	*6*	*5*	*5*	*6*	*4*	*5*	*5*	*5*	*6*	*6*	*6*	*7*
1971	*6*	*6*	*7*	*6*	*7*	*8*	*7*	*7*	*7*	*9*	*8*	*8*
1972	*8*	*8*	*8*	*7*	*8*	*8*	*7*	*8*	*7*	*7*	*8*	*7*
1973	*8*	*8*	*9*	—	—	—	—	—	—	—	—	—
1974	—	—	—	*21*	*22*	*19*	*20*					
At constant (1970) prices:												
1966	88	91	93	93	94	95	92	92	94	99	102	91
1967	89	91	93	94	95	95	94	94	96	102	106	94
1968	93	95	98	97	99	100	97	98	100	106	111	100
1969	97	99	102	102	103	103	101	99	101	108	113	102
1970	97	99	101	102	101	101	99	98	100	106	111	100
1971	95	97	99	99	98	99	96	96	99	107	111	100
1972	95	97	100	100	100	102	99	99	100	107	113	100
1973	97	99	102	109	110	112	110	109	113	120	126	114
1974	109	107	111	111	112	112	109					
1969	*4*	*4*	*4*	*5*	*4*	*3*	*4*	*2*	*2*	*2*	*2*	*2*
1970	*1*	—	*–1*	—	*–2*	*–1*	*–2*	*–1*	*–1*	*–2*	*–2*	*–1*
1971	*–2*	*–2*	*–2*	*–3*	*–3*	*–2*	*–3*	*–2*	*–2*	—	—	—
1972	—	—	*1*	*1*	*2*	*3*	*2*	*3*	*1*	*1*	*2*	—
1973	*2*	*2*	*3*	*9*	*10*	*10*	*12*	*11*	*12*	*12*	*12*	*14*
1974	*12*	*9*	*8*	*2*	*2*	—	*1*					

Retailer's stocks in the United Kingdom at end of December 1971 were £1,899 million at current prices.

With the introduction of VAT, the current price estimates of stocks are being valued exclusive of this tax. There is, therefore, a discontinuity in the series in 1973 between March and April. For the year up to March, the usual comparisons with a year earlier for the current price series have not been given. As the basis of valuation is now comparable with that of a year earlier these percentages changes have been re-introduced. The estimates at constant prices take account of this method of valuation, and are on a consistent basis throughout.

The monthly index numbers now take into account results of the census of distribution for 1971 and the annual inquiry into retail distribution for 1972, and are expressed with end 1971=100. Since September 1973, the statistics have been based on the results of the census of distribution for 1966 and have been given in index number form with end 1966=100 (an article describing the statistics was published in *Trade and Industry* on 20 September 1973). The data so far available from the census of distribution for 1971 permit a broad restructuring only of the calculations. The statistics will be fully rebased – involving reclassification of contributors to different size groups and to different kinds of business, and recalculation of the monthly pattern of stocks to the base year (1971) – when the detailed information from the census becomes available.

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Hire purchase and other instalment credit business in July

Finance houses and retailers advanced £216 million in new instalment credit agreements in July (in seasonally adjusted terms). This was the largest monthly total so far this year. Comparing the latest three months May-July with the preceding three months February-April, lending by finance houses increased by 13 per cent and lending by retailers increased by 5 per cent, giving a total increase of 8 per cent.

The value of retailers' instalment credit sales increased by 4 per cent between these two three-monthly periods. Durable goods shops' sales were 4 per cent up, although still running at a lower level than on average in 1973. Sales by department stores increased by 8 per cent between the February-April and May-July periods to reach a level above the average last year. Other instalment credit retailers (mainly mail-order businesses) increased their sales by 4 per cent, continuing their upward trend.

During July the total value of instalments outstanding on all credit agreements with retailers and finance houses decreased by a further £9 million, although this was the smallest decrease this year. In the May-July period as a whole the debt outstanding fell by £40 million, compared with a fall of £52 million in the February-April period. Almost all these changes were attributable to finance houses' business; debt outstanding to retailers changed very little. At the end of July the total debt outstanding to retailers and finance houses was £2,306 million, not seasonally adjusted, 1 per cent more than a year earlier.

Seasonal adjustment

New seasonal adjustments have been calculated for instalment credit sales by the three broad kinds of retail business, new credit extended by finance houses and repayments to retailers and to finance houses from 1972 onwards in the light of the more recent experience. As before, new credit extended by retailers is estimated from their instalment credit sales, and changes in debt are derived from new credit less repayments.

All the seasonally adjusted figures shown in the two tables for 1972 onwards have therefore been revised.

TABLE 1 Hire-Purchase and other instalment credit business seasonally adjusted £ million

	Total		Finance Houses†		Retailers‡	
	New credit extended	Increase in debt	New credit extended	Increase in debt	New credit extended	Increase in debt
1969	1,587	−20	701	−21	886	1
1970	1,735	84	822	58	913	26
1971	2,053	240	990	165	1,063	75
1972	2,497	424	1,222	296	1,275	128
1973	2,871 r	438	1,453 r	332	1,418	106
1972 3rd quarter	638 r	118 r	307 r	72 r	331	46 r
4th quarter	670	110 r	337 r	91 r	333 r	19 r
1973 1st quarter	761 r	171 r	397 r	131 r	364 r	40
2nd quarter	681 r	87 r	338 r	62 r	343 r	25 r
3rd quarter	717 r	103 r	366 r	82 r	351 r	21 r
4th quarter	712 r	77 r	352 r	57	360 r	20 r
1974 1st quarter	576 r	−69 r	233 r	−56 r	343 r	−13 r
2nd quarter	612 r	−45 r	255 r	−45 r	357 r	— r
1974 January	198	−31 r	82	−19 r	116	−12 r
February	186 r	−24 r	76 r	−19 r	110 r	−5
March	192 r	−14 r	75 r	−18 r	117 r	4 r
April	201 r	−14 r	83 r	−16 r	118 r	2 r
May	206 r	−17 r	89 r	−12 r	117 r	−5
June	205 r	−14 r	83 r	−17	122 r	3 r
July	216	−9	93	−10	123	1
1974 Feb.-Apr.	579	−52	234	−53	345	1
May-July	627	−40	265	−39	362	−1
Percentage increase	8		13		5	
Debt outstanding at 31 December 1973 (unadjusted)	—	2,485	—	1,638	—	847

† Direct business only: ie excluding agreements block discounted with finance houses by retailers.

‡ Durable goods shops, department stores and 'other instalment credit retailers'. For further definitions see footnote to Table 2.

TABLE 2 Retailers' instalment credit sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1966 = 100

	Total†	Durable goods shops	Department stores	Other instalment credit retailers‡
H.P. and other instalment credit sales in 1966 § £ million	(862)	(327)	(46)	(489)
1969	111	100	113	117
1970	121	112	119	128
1971	134	138	138	131
1972	158	162	157	155
1973	176	165 r	181 r	183
1972 3rd quarter	164	167	163 r	162
4th quarter	165	165 r	158 r	165 r
1973 1st quarter	181 r	176 r	184 r	184
2nd quarter	170 r	161 r	175	176 r
3rd quarter	175 r	162 r	181 r	182
4th quarter	179 r	163	185 r	190 r
1974 1st quarter	171 r	117	175 r	206 r
2nd quarter	177 r	124 r	181	212 r
1974 January	172 r	110 r	163 r	214 r
February	165 r	112 r	171 r	200 r
March*	174 r	127 r	187 r	205 r
April	176 r	124 r	168	212 r
May	174 r	121 r	184 r	209 r
June*	180 r	127 r	189 r	215 r
July	183	131	200	217
1974 Feb.-Apr. av.	172	121	176	206
May-July av.	179	126	191	214
Percentage increase	4	4	8	4

† Durable goods shops, department stores and 'other instalment credit retailers'.

‡ General stores (other than department stores), general mail order houses and co-operative societies' non-durable goods departments.

§ Excluding sales against checks issued by other organisations.

The monthly periods for retailers consists of four weeks except those marked * which are of five weeks. The period covered by July 1974 sales was the four weeks from 30 June 1974 to 27 July 1974. The corresponding period in 1973 was from 1 July 1973 to 28 July 1973.

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Business Monitors in the Production, Service and Distributive and Miscellaneous series are normally available by annual subscription from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. The Census of Production reports are available on standing order from the same address or can be purchased separately from the Government Bookshops or through booksellers.

Made-up clothing: orders and deliveries

In the three months ended May 1974, deliveries by the clothing industry were provisionally estimated to have been 3 per cent higher than in the three months ended February 1974, net new orders however were 1 per cent lower and orders-on-hand at the end of May were 1 per cent below the end February level.

(These comparisons are based on the seasonally adjusted series in the accompanying table.)

Made-up clothing

Index numbers of the volume of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1969 = 100		Average 1970 Deliveries = 100		Average 1970 Deliveries = 100	
1968	107		100		97	
1969	100		97		97	
1970	103		102		100	
1971	119		108		104	
1972	125		110		109	
1973 p	157		124		117	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1971 1st quarter	100	107	106	110	107	104
2nd quarter	123	115	117	111	101	104
3rd quarter	103	110	92	101	103	104
4th quarter	119	119	117	109	105	104
1972 1st quarter	107	113	99	105	107	105
2nd quarter	124	116	117	110	104	106
3rd quarter	112	120	100	112	108	109
4th quarter	125	125	124	113	116	115
1973 1st quarter	144	153	126	131	116	112
2nd quarter	175	163	136	131	116	120
3rd quarter	149	160	102	113	114	116
4th quarter p	157	157	131	119	122	120
1974 1st quarter p	152	162	104	109	100	98
1972 July	113	111	83	101	106	110
August	116	123	101	128	97	108
September	112	120	116	108	122	110
October	124	126	150	121	130	115
November	137	128	148	119	122	116
December	125	125	73	99	95	114
1973 January	137	134	116	134	100	111
February	137	141	125	132	124	118
March	144	153	137	126	123	108
April	155	164	138	142	120	123
May	169	155	141	114	112	117
June	175	163	129	138	117	119
July	161	158	90	110	111	116
August	157	166	97	121	102	114
September	149	160	118	109	130	117
October p	161	162	167	133	138	122
November p	166	155	143	114	130	123
December p	157	157	83	110	97	115
1974 January p	155	152	89	108	86	99
February p	157	162	114	120	101	95
March p	152	162	108	99	114	100
April p	164	174	127	131	110	111
May p	175	160	128	104	103	108

Turnover of the catering trades in July

The total turnover of the catering trades in the three months' period May to July 1974 was 3 per cent more than in the preceding three months, after allowing for normal seasonal movements. The rate of increase remains close to the underlying trend of recent years.

Recent percentage increases compared with a year earlier (*not* seasonally adjusted) for the main kinds of business are as follows:

	All caterers	Licensed hotels and holiday camps	Restaurants, cafes and fish and chip shops	Public houses	Canteens
1974 1st quarter	13	13	12	13	10
2nd quarter	13	14	12	13	7
July	14	13	11	16	17

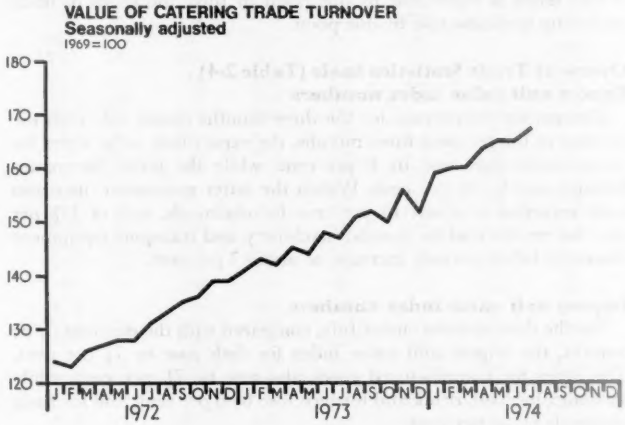
VALUE OF CATERING TRADE TURNOVER
Seasonally adjusted
1969 = 100
180
170
160
150
140
130
120
J F M A M J J A S O N D J F M A M J J A S O N D J F M A M J J A S O N D
1972
1973
1974

TABLE 1 Turnover of all caterers seasonally adjusted

Index numbers of turnover per week (†) 1969 = 100

	Value at current prices (Turnover in 1969—£2,533 million)
1969	100
1970	108
1971	118
1972	131
1973	148
1970 1st quarter	105
2nd quarter	108
3rd quarter	109
4th quarter	111
1971 1st quarter	115
2nd quarter	117
3rd quarter	119
4th quarter	122
1972 1st quarter	125
2nd quarter	128
3rd quarter	133
4th quarter	138
1973 1st quarter	142
2nd quarter	146
3rd quarter	150
4th quarter	153
1974 1st quarter	160
2nd quarter	165
1974 January	159
February	160
March*	160
April	164
May	165
June*	165
July	167
1974 Feb.-Apr.	161
May-July	166
Percentage increase	3

† The monthly periods consist of four weeks except those marked * which are of five weeks. The July 1974 period was the four weeks from 30 June 1974 to 27 July 1974. The July 1973 period was the four weeks from 1 July 1973 to 28 July 1973.

The series are provisionally rebased using the broad results of the large scale inquiry into the catering trades for 1969. The detailed results of this inquiry will be incorporated in a final rebasing in due course.

A full report on the 1969 inquiry was published in November 1972 under the title 'Catering Trades 1969: Statistical Inquiry' (HMSO, 32p net).

United Kingdom overseas trade: Import and export unit value and volume indices and terms of trade for July

Balance of payments basis (Table 1)

The export unit value index, on a balance of payments basis, rose by 1½ per cent in July. The average for the three months ended July was 8½ per cent above the average for the previous three months.

The import unit value index rose by almost half a percentage point in July. The average for the three months ended July was nearly 8 per cent above the average for the previous three months. Excluding fuels, the figures for July show a rise of just over half a percentage point, while the three months comparison shows a rise of 7 per cent.

The terms of trade rose by one point in July; the terms of trade excluding fuels also rose by one point.

Overseas Trade Statistics basis (Table 2-4)

Export unit value index numbers

Comparing the average for the three months ended July with the average of the previous three months, the export unit value index for non-manufactures rose by 8 per cent, while the index for manufactures rose by 8½ per cent. Within the latter movement, increases were recorded of about 14 per cent for chemicals, and of 11½ per cent for textiles and for metals; machinery and transport equipment showed a below average increase, of under 7 per cent.

Import unit value index numbers

For the three months ended July, compared with the previous three months, the import unit value index for fuels rose by 7½ per cent. The index for manufactured goods also rose by 7½ per cent, while the index for food, drink and tobacco rose by 6 per cent, and for basic materials by 8½ per cent.

Notes

1 Table 1 is on a balance of payments basis. Tables 2-4 are on an Overseas Trade Statistics basis. The adjustments which have to be made to the figures recorded in the *Overseas Trade Statistics* to bring them to a balance of payments basis relate either to the coverage of the statistics or to the valuation of items which are recorded. The adjustments are described in detail in the annual Balance of Payments Pink Book. A brief description of the way in which the index numbers on a balance of payments basis are calculated was published in the article giving unit value and volume index numbers for March 1971 in *Trade and Industry* of 26 May 1971.

2 An article was published in the 11 October 1973 issue of *Trade and Industry* introducing a new series of import and export unit value and volume indices with 1970 = 100, superseding the series with 1961 = 100.

3 Industrial action at Heathrow during October 1973 affected the flow of some import documents. All indices for October 1973 and November 1973 have been adjusted to remove the distortion arising from the interruption to statistical processing in October. As a result, the series in Tables 2 to 4 do not reflect the detailed figures contained in the October and November issues of the *Overseas Trade Statistics of the United Kingdom.*

TABLE 1 Import and export unit value and volume index numbers on a balance of payments basis 1970 = 100

	Unit value Index Numbers (Unadjusted)			Volume Index Numbers (Seasonally adjusted)	
	Imports	Exports	Terms of Trade†	Imports	Exports
1971	104.3	105.6	101.2	104.2	106.7
1972	109.2	111.0	101.7	116.6	106.7
1973	139.1	125.5	90.3	131.8	119.2
1972 1st quarter	107.1	110.2	102.9	112.1	104.7
2nd quarter	107.6	110.7	103.0	114.3	109.0
3rd quarter	111.4	114.0	102.3	111.0	94.5
4th quarter	116.5	115.1	98.8	129.0	118.9
1973 1st quarter	123.2	119.2	96.7	129.2	116.9
2nd quarter	132.8	123.5	93.0	127.1	119.3
3rd quarter	146.4	128.5	87.8	133.4	121.5
4th quarter •	161.6	135.3	83.7	137.4	119.3
1974 1st quarter p	189.6	146.0	77.0	135.0	123.5
2nd quarter p	213.3	160.5	75.2	133.0	127.7
1973 January	120.5	117.1	97.2	126.3	119.1
February	123.2	119.4	96.9	126.1	118.0
March	125.9	120.9	96.0	135.2	113.7
April	130.2	122.1	93.8	116.4	121.8
May	132.9	123.6	93.0	135.0	115.5
June	135.2	124.9	92.4	129.9	120.5
July	140.7	126.6	89.9	134.1	119.7
August	146.2	128.3	87.8	134.9	121.1
September	152.2	130.7	85.9	131.2	123.6
October •	155.0	131.6	84.9	143.9	120.7
November •	160.2	135.1	84.3	134.1	122.4
December	169.6	139.2	82.1	134.2	114.7
1974 January p	176.7	141.3	80.0	130.8	114.8
February p	190.0	145.2	76.5	137.7	127.7
March p	202.2	151.3	74.8	136.6	128.1
April p	209.4	156.9	74.9	132.8	128.6
May p	213.1	159.8	75.0	132.8	127.4
June p	217.4	164.7	75.7	133.5	127.2
July p	218.2	167.4	76.7	135.7	125.5
Average three months ending					
April 1974	200.5	151.1	75.4	135.7	128.1
July 1974	216.2	164.0	75.8	134.0	126.7

Note: Figures are shown to one decimal place to assist users, but small month to month movements may have little signficance.

† Export Unit Value index as a percentage of the Import Unit Value index.

p Provisional estimates.

• See note (3) about imports through London Airport.

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TABLE 2 Import and export unit value index numbers (unadjusted) (Overseas trade statistics basis) 1970 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	227	151	105	506	1,000	123	844	97	49	119	410	169
1971	104.6	107	102	122	101	105.6	107	105	102	102	99	110	102
1972	108.7	114	106	123	104	111.1	114	111	104	104	100	118	107
1973	137.8	150	141	164	126	125.5	139	124	114	123	115	128	125
1972 1st quarter	106.3	111	101	120	103	110.3	110	110	105	102	98	118	106
2nd quarter	107.4	112	104	120	104	110.8	112	111	104	104	100	119	104
3rd quarter *	110.8					114.1							
4th quarter	115.8	122	115	127	111	115.1	118	115	107	107	103	122	113
1973 1st quarter	122.2	132	124	136	115	119.1	127	118	109	112	108	124	118
2nd quarter	131.8	146	135	144	122	123.5	132	122	112	120	113	128	123
3rd quarter	144.6	159	147	162	134	128.4	141	127	115	126	120	131	130
4th quarter †	159.4	172	162	215	143	135.2	158	133	125	136	129	135	133
1974 1st quarter p	188.0	182	180	395	152	145.8	188	141	137	144	138	142	139
2nd quarter p	210.2	192	199	483	167	160.3	210	154	162	160	155	152	151
1973 January	119.4	129	122	132	112	117.0	122	116	109	111	104	123	115
February	121.7	133	123	138	114	119.4	126	119	110	114	108	124	118
March	125.4	135	127	140	118	120.8	132	119	109	113	111	124	120
April	129.5	143	132	139	121	122.0	131	121	111	118	111	126	122
May	131.8	146	137	145	121	123.5	132	122	113	120	112	128	123
June	134.1	149	137	148	124	124.9	134	124	113	122	115	129	125
July	139.0	152	140	152	130	126.5	138	125	112	124	116	130	128
August	144.5	160	146	163	134	128.2	140	127	115	126	120	130	130
September	150.3	166	154	171	139	130.6	144	129	117	127	123	132	133
October †	153.7	169	159	183	140	131.6	145	130	121	131	126	133	130
November †	158.3	171	161	210	142	135.0	153	133	125	138	130	135	132
December	166.1	175	165	252	146	139.1	174	135	128	140	132	136	136
1974 January p	175.9	178	173	321	147	141.2	177	137	129	140	132	139	137
February p	188.7	181	179	407	151	145.2	188	140	136	144	138	141	138
March p	199.5	186	189	457	157	151.1	198	145	147	148	144	146	143
April p	206.5	187	194	483	163	156.7	206	150	157	152	150	149	149
May p	210.2	192	199	476	168	159.7	211	153	161	162	154	152	149
June p	214.0	197	204	489	170	164.5	213	158	167	165	162	156	155
July p	214.3	198	208	484	170	167.2	217	161	172	169	165	158	156
Average three months ending													
April 1974	198.2	185	188	449	157	151.0	197	145	147	148	144	146	143
July 1974	212.8	196	204	483	169	163.8	213	157	167	165	160	155	153

* Details not shown due to distortion by dock strike. p Provisional estimates † See note (3) about imports through London Airport.

TABLE 3 Import and export volume index numbers (unadjusted) (Overseas trade statistics basis) 1970 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	227	151	105	506	1,000	123	844	97	49	119	410	169
1971	104.8	100	91	109	110	109.0	104	110	110	106	107	108	119
1972	116.1	102	93	109	131	111.4	110	112	118	111	108	106	128
1973	132.8	103	104	112	159	126.6	124	128	143	127	123	117	148
1972 1st quarter	115.5	105	90	122	126	107.6	103	109	113	106	103	104	122
2nd quarter	116.8	105	94	111	130	117.4	112	119	130	116	115	112	134
3rd quarter *	106.2					92.4							
4th quarter	126.8	108	104	108	147	126.6	134	126	131	129	126	120	138
1973 1st quarter	134.4	112	105	113	158	121.8	115	124	135	124	121	115	141
2nd quarter	130.8	103	103	115	156	127.7	118	131	147	135	125	121	146
3rd quarter	129.1	95	106	110	155	122.1	123	123	141	120	110	112	147
4th quarter †	138.2	103	106	114	168	134.0	139	133	148	130	127	123	155
1974 1st quarter p	136.5	97	99	116	170	127.7	127	129	161	134	126	119	133
2nd quarter p	140.1	100	103	113	174	136.3	129	139	176	143	117	127	160
1973 January	143.0	127	113	124	162	127.1	120	129	137	125	126	124	143
February	117.4	91	93	101	140	115.8	105	118	124	115	113	110	138
March	142.8	117	108	115	171	122.3	119	125	145	131	122	112	143
April	116.6	95	95	104	136	123.1	114	126	134	121	119	113	158
May	143.6	112	111	120	174	130.7	124	133	157	143	131	127	131
June	132.3	103	103	122	157	129.4	117	133	151	142	124	123	149
July	133.2	97	104	104	165	129.5	122	132	145	134	122	124	150
August	130.9	95	111	134	152	123.6	126	124	148	119	110	112	149
September	123.0	92	104	93	149	113.3	121	113	130	109	98	101	143
October †	152.6	110	124	135	183	139.8	149	140	158	140	137	127	162
November †	139.8	108	104	112	169	142.0	151	141	154	134	131	128	172
December	122.4	92	90	94	152	120.3	118	119	133	115	113	113	130
1974 January p	133.5	97	101	121	162	118.0	119	118	145	129	123	115	106
February p	132.6	90	95	108	169	128.8	142	128	165	132	127	117	136
March p	143.5	105	101	118	179	136.1	120	139	174	142	129	127	157
April p	140.1	99	99	108	178	132.4	122	135	170	149	111	126	150
May p	145.0	105	109	120	178	146.3	144	148	189	155	125	135	173
June p	135.2	97	102	110	167	130.1	123	133	169	126	116	120	157
July p	144.8	111	103	111	180	143.7	141	144	181	125	123	136	160

* Details not shown due to distortion by dock strike. p Provisional estimates. † See note (3) about imports through London Airport.

TABLE 4 Import and export volume index numbers (seasonally adjusted) (Overseas trade statistics basis) 1970 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	227	151	105	506	1,000	123	844	97	49	119	410	169
1972 1st quarter	112.6	100	92	115	123	109.2	108	110	115	108	106	105	123
2nd quarter	113.2	102	94	106	125	113.2	111	115	120	112	110	107	133
3rd quarter •	111.3					99.3							
4th quarter	127.4	107	103	109	150	123.8	123	125	134	124	120	119	137
1973 1st quarter	128.4	105	105	105	150	123.1	120	125	137	126	126	114	143
2nd quarter	128.0	101	103	111	151	125.1	120	128	139	132	124	116	151
3rd quarter	136.8	102	104	119	166	129.9	131	130	147	130	121	122	148
4th quarter †	137.9	103	103	114	170	128.3	124	129	149	122	120	118	151
1974 1st quarter p	136.4	95	104	112	169	130.4	135	131	166	139	131	120	135
2nd quarter p	137.0	99	104	110	169	134.7	132	136	167	140	115	123	164
1973 January	127.2	114	98	105	148	125.6	120	128	138	125	133	120	139
February	125.3	96	101	106	148	123.6	119	126	132	125	122	117	149
March	132.7	105	115	103	154	120.0	123	120	141	128	122	105	141
April	117.8	98	102	103	136	128.2	119	134	133	126	123	118	185
May	135.6	108	106	112	160	121.1	122	120	140	131	123	113	121
June	130.7	99	101	119	156	126.6	118	128	143	137	125	117	148
July	135.3	100	102	115	164	126.6	124	128	141	134	122	119	147
August	139.7	104	102	137	167	130.3	139	129	151	129	121	121	140
September	135.3	101	108	106	166	132.6	130	133	148	126	122	125	157
October †	142.6	104	116	132	171	129.0	127	130	150	122	124	119	154
November †	136.8	101	100	109	169	131.8	131	131	152	123	119	120	158
December	134.3	103	95	102	171	123.9	113	124	146	120	117	115	142
1974 January p	128.4	93	96	112	159	120.6	122	121	152	133	132	116	107
February p	140.7	94	103	113	177	136.6	159	137	176	143	134	124	145
March p	140.2	99	114	112	170	134.0	124	134	170	139	126	119	155
April p	135.9	98	103	103	171	136.0	123	139	164	151	109	127	168
May p	136.1	102	105	114	165	134.8	143	135	170	143	116	122	159
June p	138.9	97	106	112	172	133.2	130	134	168	127	119	120	163
July p	140.2	110	97	118	171	133.7	137	133	168	119	116	125	150
Average three months ending													
April 1974	138.9	97	106	109	173	135.5	135	137	170	144	123	124	156
July 1974	138.4	103	103	115	169	133.9	137	134	168	130	117	122	158

• Details not shown due to distortion by dock strike.
p Provisional estimates.
† See note (3) about imports through London Airport.

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 6 September 1974.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Someone Somewhere	BR/E 37685/8/9/79	23	4 September	Columbia-Warner Distributors Ltd.	Anthony Barrier Productions Ltd.
Movietone News 2361	BR/E 37568/8/9/79	7	6 September	British Movietonews Ltd.	British Movietonews Ltd.
Movietone News 2361A	BR/E 37569/8/9/79	7	6 September	British Movietonews Ltd.	British Movietonews Ltd.
			COMMUNITY		
A Bird In The Hand	EC 37682/8/9/79	86	4 September	Hemdale Film Distributors Ltd.	Orpham Productions, Paris
Killers Of The Castle Of Blood	EC 37683/8/9/79	97	4 September	Ranworth Film Services Ltd.	Prodimex Film and Hispamerfilm, Rome
			FOREIGN		
Black Eye	F 37678	97	2 September	Columbia-Warner Distributors Ltd.	Pat Rooney Productions, CBS Studio Center, California.
The Legend Of The Seven Golden Vampires	F 37679	89	2 September	Columbia-Warner Distributors Ltd.	Hammer Film Productions Ltd. and Shaw Bros. (Hong Kong) Ltd.
Jonathan Livingston Seagull	F 37680	100	3 September	Cinema International Corporation (UK)	JLS Ltd. Partnership and Hall Bartlett, California
Sunshine	F 37681	103	3 September	Cinema International Corporation (UK)	Universal Pictures, California
Conman And The Kung Fu Kid	F 37684	96	4 September	Ranworth Film Services Ltd.	Empire Centre Productions, Hong Kong

Amendment to the Register:
The title of the film 'Booby Trap' registered on 3 April 1974, has been amended to 'Hot, Fast And Loose' and the renter has been amended to London International Film Distributors Ltd.

Correction to the Register:
The registration number of the film '11 Harrow House' registered on 6 August 1974, has been corrected to BR/E 37650/11/8/79.

Index to statistics and organisational information published regularly in 'Trade and Industry'

A = annually M = monthly Q = quarterly 6M = every six months.

Title	Last published
Air transport: trade by air (6M)	30 May 1974
Balance of payments:	
current account (M)	22 Aug. 1974
trends in invisible transactions (Q)	18 Apr. 1974
(*see also* Overseas trade of the UK)	
Bankruptcy orders (Q)	6 June 1974
Business names and limited partnerships (A)	7 Mar. 1974
Capital expenditure: manufacturing, distributive and service industries (Q)	5 Sept. 1974
Catering trades turnover (M)	This week
Chemicals industry activity (Q)	8 Aug. 1974
Companies:	
acquisitions and mergers (Q)	This week
new registrations:	
Gt. Britain (M)	22 Aug. 1974
N. Ireland (M)	5 Sept. 1974
Construction work overseas (A)	11 Oct. 1973
Energy trends (M)	5 Sept. 1974
Engineering industries: sales and orders (M)	5 Sept. 1974
Film industry:	
British Film Fund Agency returns (M)	This week
cinema admissions and takings (M)	22 Aug. 1974
overseas payments and earnings (A)	1 Aug. 1974
registration of films (A)	31 Jan. 1974
Food:	
consumption levels (6M)	5 Sept. 1974
household consumption (Q)	1 Aug. 1974
Footwear industry: production, orders and deliveries (M)	5 Sept. 1974
Foreign exchange: official reserves (M)	11 July 1974
Foreign trade: industrial countries' production and trade (Q)	14 Mar. 1974
(*see also* Overseas trade of the UK)	
Furniture orders and deliveries (M)	22 Aug. 1974
Hire-purchase business (M)	This week
Industrial production:	
index numbers (M)	22 Aug. 1974
N. Ireland index (M)	22 Aug. 1974
Wales index (Q)	11 Apr. 1974
Insurance companies: investments and assets (A)	5 Sept. 1974
Investment:	
book values of overseas direct investments (every 3 years)	15 Nov. 1973
industry's investment intentions (3 times a year)	6 June 1974
investment and earnings overseas (A)	13 June 1974
Machine tools: sales and orders (M)	13 June 1974
Man-made fibres:	
deliveries (Q)	5 Sept. 1974
production (M)	5 Sept. 1974
production: quarterly analysis (Q)	5 Sept. 1974
Motor industry:	
car and commercial vehicle production (M)	29 Aug. 1974
estimated figures (M)	This week
motor trade turnover (Q)	22 Aug. 1974
Office development permits (Q)	16 May 1974
Overseas trade of the UK:	
direct exporters and credit terms (A)	27 June 1974
UK overseas trade in 1973	16 May 1974
unit value and volume index numbers (M)	This week
value: analysis of trends (Q)	16 May 1974
(*see also* Balance of payments)	
Paper and board production (M)	29 Aug. 1974
Pension funds: investments and assets (A)	5 Sept. 1974
Regional selective assistance (M)	This week
Retail prices index (M)	22 Aug. 1974
Retail trades:	
sales (M)	This week
provisional figures (M)	This week
sales, N. Ireland (M)	5 Sept. 1974
stocks (M)	This week
Royalties: overseas transactions (A)	27 June 1974
Shipping: nationality of vessels in UK sea-borne trade (A)	6 Dec. 1973
Steel consumption and stocks (Q)	22 Aug. 1974
Stocks:	
manufacturers' and distributors' (Q)	5 Sept. 1974
retail (M)	15 Aug. 1974
Television: overseas payments and earnings (A)	1 Aug. 1974
Textiles:	
activity in the industry (Q)	25 Apr. 1974
carpet sales (M)	5 Sept. 1974
cotton industry production (M)	8 Aug. 1974
hosiery production (M)	11 July 1974
made-up clothing: orders and deliveries (M)	This week
orders and deliveries (M)	21 Mar. 1974
wholesale houses' sales (M)	15 Aug. 1974
wool exports (Q)	8 Aug. 1974
wool output (M)	8 Aug. 1974
Tourism:	
foreign visitor arrivals (M)	29 Aug. 1974
overseas travel and tourism (A)	21 Feb. 1974
Wholesale prices:	
average prices of selected commodities (A)	4 Apr. 1974
index numbers (M)	22 Aug. 1974

Departmental organisation etc.

Subjects	Last published
British commercial representation overseas	4 July 1974
Business Monitor titles	6 Sept. 1973
Customs notices of interest to exporters	This week
ECGD local offices	23 May 1974
Guide to Departments	5 Sept. 1974
Official Receivers' offices	This week
Programme of trade promotions	18 July 1974
Release dates of economic statistics	29 Aug. 1974

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These announcements are restricted to firms and companies on the list of Contractors to H.M. Government Departments.

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Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Government Sales

Ministry of Defence

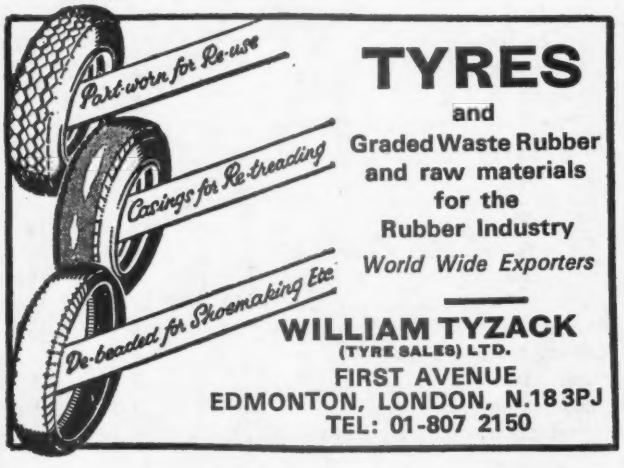
24 September 1974

Location: Memorial Hall (entrance through Central Hall), High Street, Chatham, Kent

Auctioneers: Fuller, Horsey, Sons & Cassell (Dept. L), 52 Bow Lane, London EC4M 9ET (Tel: 01-248 7954)

The lots on offer include machine tools, woodworking machinery, two diesel Leyland Hippo 2,500 gallon refuellers, Scammell recovery tractor with Morris 2½ ton crane, Youngman 2-3 ton industrial trolley, Fordson diesel hydraulic shovel, hardness testing machines, Ford Delta diesel tractors, Hillman and Austin saloon cars, Ford Cortina saloon and Hillman Minx saloon cars, photographic and electronic equipment, wrist watches, stop and pocket watches. Woollen and cotton rags, clothing, blankets, boots, carpets, mats and rugs, MT spares, tyres, copper and galvanised fire buckets, steel lockers, furniture, drawing boards, kitchen utensils, aluminium nozzles and numerous items of miscellaneous stores.

Catalogues for the above sale, which give details of the lots, conditions of sale, viewing times, etc., are available from the auctioneer from two weeks before and up to the day of the sale, price 10p (postal orders only).



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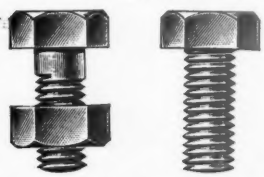
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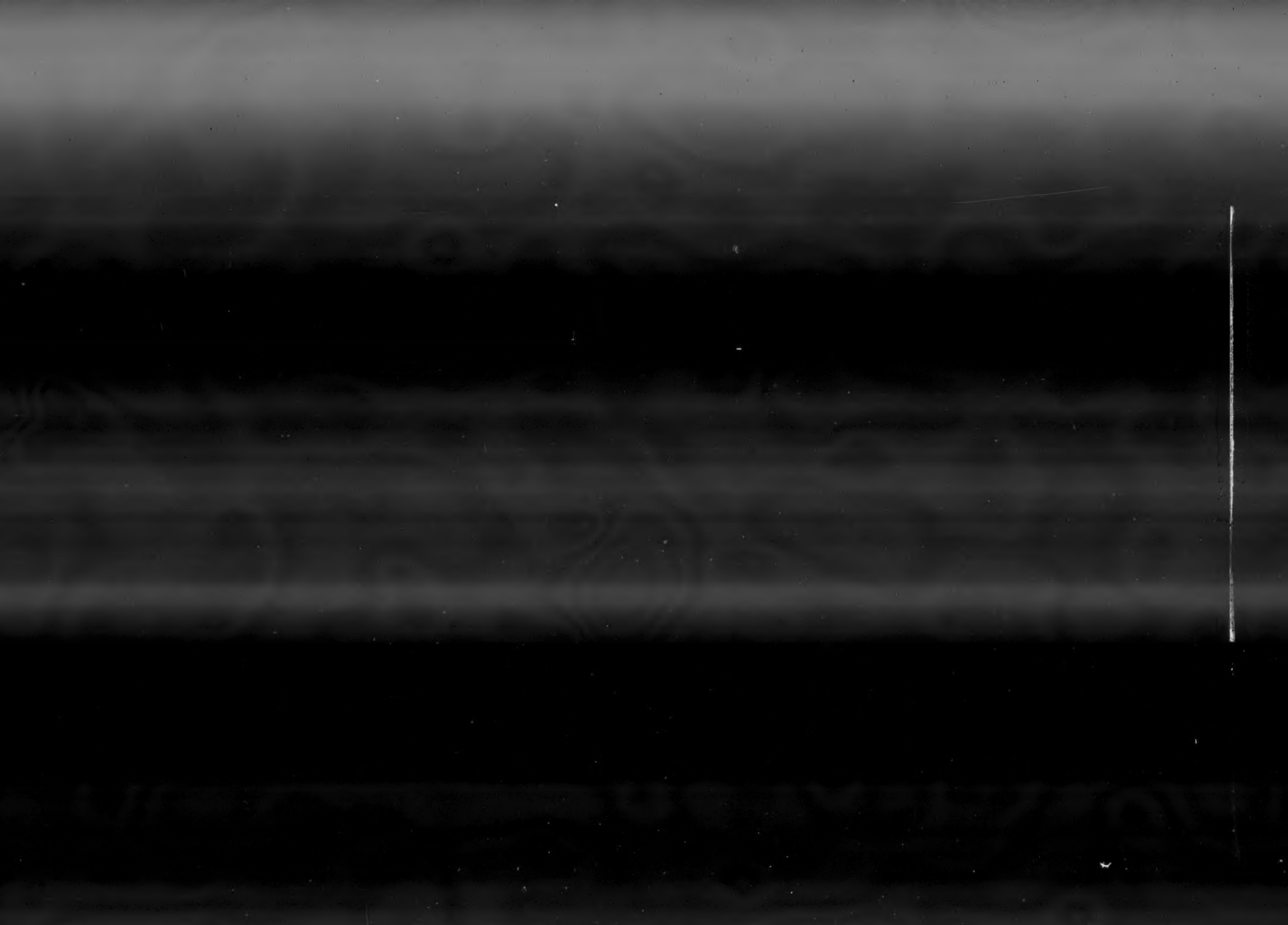
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